Board of Trade Journal

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MT 'Herekino' one of the fleet of modern ocean going fire fighting and salvage tugs designed and built by Brooke Marine Limited of Lowestoft, for the Northland Harbour Board, New Zealand.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS.

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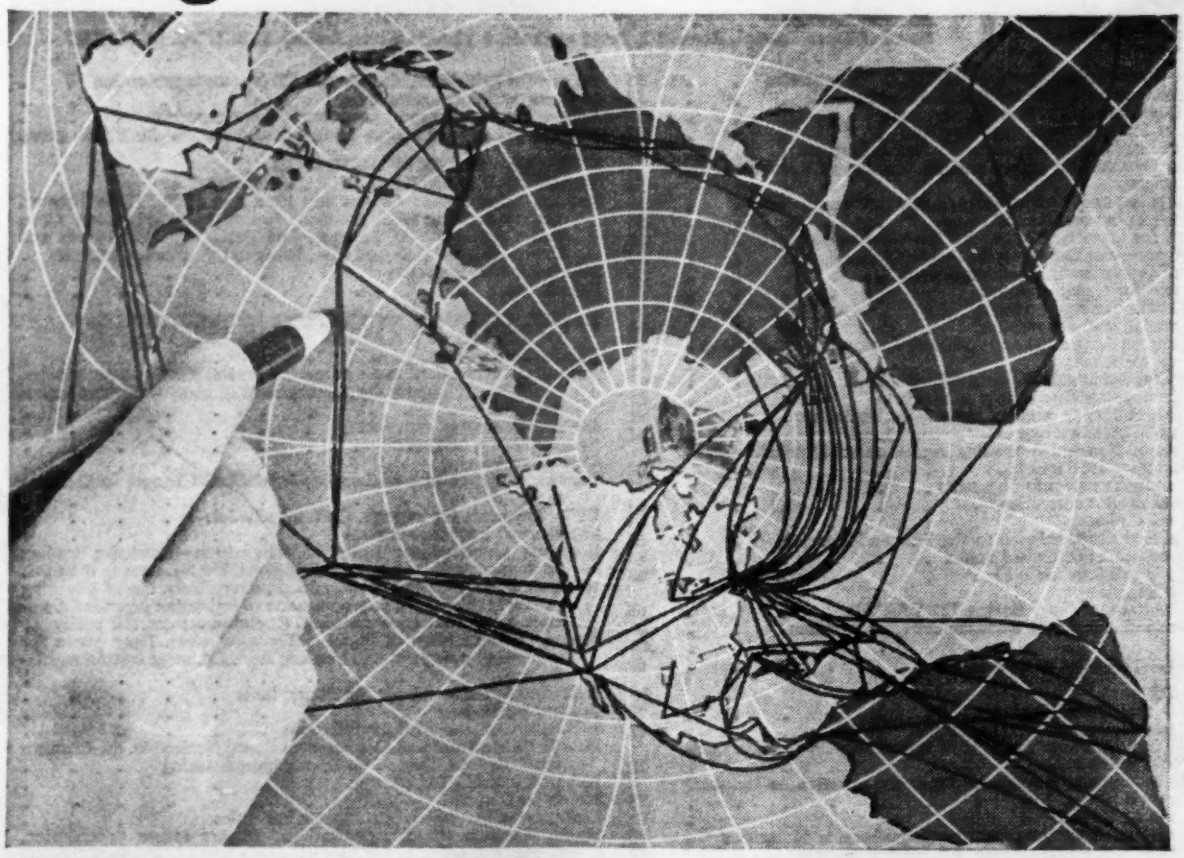

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Manchester Chamber of Commerce—its work for exporters

By J. A. Lackey, JP, Secretary, Manchester Chamber of Commerce and Industry

Previous articles in this series: London, August 9; Leeds, September 6; Glasgow, October 25; Westminster, November 22; Birmingham, December 27

THERE IS NO GREAT virtue in age, but it is worth recalling that the Manchester Chamber of Commerce, founded in 1820, had roots in other trade associations dating back some 50 years before that date. These earlier trade associations were almost entirely concerned with export trade, as indeed the Chamber was in its formative years. It was perhaps inevitable that since Manchester's commercial roots sprang from the cotton industry, the development of export trade was one of the major roles of the Chamber from its inception. The cotton trade was pre-eminently an export trade, disposing of its products throughout the world in such volume as to render it indispensable for success that its merchants should maintain a far more intimate touch with overseas markets than was perhaps necessary in other spheres. Deliveries, designs, novelty, keenness of price – all have been commonplace in the commercial jargon of Manchester traders long before they joined with 'Balance of Payments' as part of our everyday language.

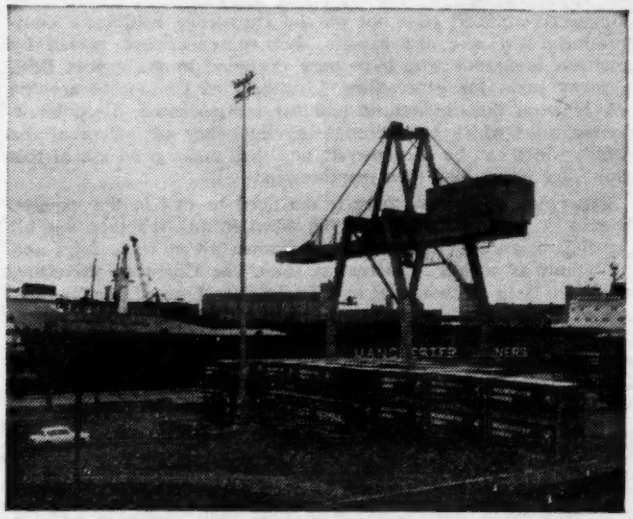
Those departments of the Chamber concerned with export services are not, therefore, of recent origin, and although the days are past when its membership was almost entirely concerned with textiles, those services have been expanded and developed as was necessary to serve the variety of trades and manufactures now represented.

For more than 70 years there has existed within the Chamber a system of geographical trade sections which have concerned themselves with the problems and opportunities presented in and afforded by overseas markets. In their deliberative work they remain active despite the intervention of many other trade organizations in recent years. An example of this is the recent action of the Commonwealth (Dominions) Section in securing and collating evidence for submission to the South African Government in opposition to an application for increased duties on a wide range of goods. We mention this as an example of activities not generally included under the heading of 'Service', and to show that the Chamber has ever believed that the retention of existing markets is not one bit less important than the development of new ones.

Trade missions

From the deliberations of these trade sections are evolved also the selling missions which have become a regular feature of the Chamber's work. During 1968 such groups have visited Western Germany, Mexico, and South Africa, whilst in the early months of 1969 there will be visits to the Democratic Republic of the Congo, to the Caribbean and to the Middle East.

The belief that Manchester is founded only on the textile industry dies hard, but these groups from the Chamber are not preponderantly textile in character. There is no difficulty in securing for any of the missions a representation typical in variety of the trade and industry covered today by the city. The Chamber firmly believes that the mixed mission offers greater potential than that which is specialized, and goods covered range from capital goods to a variety of consumer items. There is an exception to this rule, however, and it is provided by the Garment Manufacturers' Section of the Chamber, which has organized in recent years selling missions to Scandinavia, Austria/Switzerland and Western Germany. These differ, however, from the other trade missions in that exhibitions of garments produced by members are arranged in the countries visited and considerable success has been registered by participating firms.



January marked the 75th anniversary of the unofficial opening date of the Manchester Ship Canal. This picture shows Container Terminal, Manchester; a new development to serve the Manchester/Montreal container ship service. Van carriers on the extensive marshalling yard and the 430-ton transporter crane enable the 500 capacity container ships to turn round within 48 hours.

Service departments

Of the direct services provided to exporters, those offering the most tangible results are those of the Trade Inquiries Department. This prosaic title covers the work of four people charged with the task of putting sellers in touch with potential buyers and guiding would-be buyers to those who can best satisfy their needs. By letter, cable, telex and telephone, the inquiries reach the department from a clientele at home and abroad surprising in its variety – variety as to addresses and variety as to commodity. The precision and regularity with which inquiries are addressed to the Chamber gives justifiable pride in the knowledge that the department stands high in the list of international trade links used by buyers and sellers at home and overseas. They relate, too, to traditional items and the wonders of the modern world, and whilst inquiries abound for madapolams or zephyrs and other exotic-sounding fabrics, a glance at recent files reveals such specialized items as laser beam cutting devices, echo sounders, electric flycatchers, and even Blackpool rock!

Undoubtedly many of these inquiries result from the world-wide

(*Continued on next page*)

MANCHESTER CHAMBER OF COMMERCE, *continued*

distribution of the Chambers' Directory, first published in 1928 and produced by the Trades Inquiries Department. The products and services of members are classified under more than a thousand specialized headings, and whilst many direct trade links are forged by this volume, the invitation to send inquiries about products not listed is well taken up.

Earlier articles in this series have dealt at length with the normal export services provided by major Chambers of Commerce, and it would serve no useful purpose to detail them once again. Suffice it to say that documentation, tariff, licensing, etc., information, agencies and a myriad of other items concerned with export trade, are all covered within the departments of the Chamber.

These services are well used by established exporters and with the knowledge gained in pursuing their inquiries comes the ability to advise and guide the new entrant into the intricacies of exporting. Here, perhaps, lies the overriding importance of Chamber of Commerce work. It rests not on the knowledge held by a comparatively few so-called experts, but on experience gained by countless thousands who have been occupied in the export field, in many cases for generations. Chambers of Commerce are the link between the experienced and the inexperienced. They know the measures which have brought success, they are aware of the pitfalls which can be encountered, and they make good use of this knowledge in advising their membership.

Sometimes, of course, there is the need to call in the experts. A case in point occurred in 1968 when it was felt that not all exporters knew all that was to be known about trade fairs and exhibitions as an aid to increasing sales. The Chamber, therefore, sought the help of Industrial and Trade Fairs Limited. An 'Exhibition of Exhibitions' was organized in the Chamber's board room, and for four days inquiries were able to meet those who could deal with their points in detail with the assistance of visual aids. Events such as this and the many meetings in the Chamber's calendar keep the Chamber's assembly rooms in constant use.

Trade and merchandise marks

We have already dismissed many of the important services of the Chamber as being common to most Chambers of Commerce, and with a desire to utilize available space pointing out some of the special activities at Manchester.

Foremost among these is the work of the Chamber's Trade and Merchandise Marks Committee. This is a statutory body created under trade marks legislation and is charged with the task of advising the Keeper of Cotton Marks at the Manchester Registry. Its work, however, extends far beyond this mandate, and it has become very much a watch dog against the abuse of established trade marks or design. Files abound in examples of infringements, both blatant and cunning, where the Chamber has been called up to protect the interests of United Kingdom exporters. There is rarely failure to secure satisfaction, even though protest is not always supported by the force of legislation. In many cases only moral argument can be used, but rarely does it fail to win the day. A close watch is maintained also on attempts to register marks overseas, usually of a geographical nature, which could be operated to the detriment of British traders.

Air transport

The importance of air transport to the export trader was recognized by the Directors of the Chamber as far back as 1935 when they established an Air Transport Committee. It has played no small part in the affairs of Manchester Airport, and despite the present-day eminence of Ringway has never ceased its efforts to secure improved services. One of its special activities was to join with the University of Salford in conducting a survey over a wide area of the North and Midlands designed to ascertain the use which businessmen made of air transport, and perhaps more important, why it was not used in greater measure.

Three reports were produced, dealing respectively with cargo imports, cargo exports, and passenger travel. They were welcomed by airline operators as useful and representative surveys from which much could be learnt as to the demand for cargo and passenger services.

Export Packing Service Limited was one of the exhibitors at the recent container exhibition held at Belle Vue, Manchester, and organized by Bellferry Ltd. The EPS exhibit, arranged in and around a container, showed examples of CKD (completely knocked-down) vehicle packing.

Disputes

Disputes in international trade are unavoidable, and the Chamber assists in several ways to provide means for easy settlement. Friendly intervention by the Chamber in many cases prevents a simple dispute from developing into a major issue. Nevertheless, on occasions something more than friendly intervention is necessary.

Arbitration can be of great assistance, and the Chamber has for more than 70 years had a tribunal of arbitration to help in the settlement of disputes in the most amicable and reasonable manner. It is a service not restricted to the Chamber's membership, and, indeed, cases have come before it when neither party has been resident in the United Kingdom.

The Chamber can also provide an independent expert opinion about goods or services which are in dispute. This has a most useful function in providing an impartial answer to a simple problem and with prior agreement between parties can avoid the necessity for recourse to legal proceedings.

Testing House and laboratories

In the matter of disputes, however, it is, of course, infinitely preferable to ensure that steps are taken to prevent them arising. Here the Chamber's Testing House and laboratories can help.

The Testing House was established in 1895 as an independent body for the physical testing of yarn, but, like other activities of the Chamber, its scope has widened enormously, going far beyond the textile field. Nevertheless, the original basis on which it was founded still remains, namely, that of an organization intended to serve industry and commerce entirely without bias towards any section or group and free to express an independent opinion upon goods submitted for examination. Its services are available to any individual, firm or authority throughout the world. In some cases, in respect of export trade, its services are commissioned by the overseas buyer, who commissions the Testing House in an inspection capacity. Following inspection of the relevant goods in the bulk to ensure a satisfactory standard of production, samples are selected for detailed testing in the laboratory. The results of the combined examination determine whether the goods meet the required standard, and great reliance is placed on Testing House certificates by overseas buyers. The support of a Testing House certificate is also considered extremely valuable by exporters wishing to ensure the quality of goods due to be shipped.

Mr. John Freeman on promoting Anglo-American trade

MR. JOHN FREEMAN, Ambassador-Designate to the United States, said this week that before he left for Washington he would be consulting the views of British commerce, industry and banking on the contribution he could best make to the promotion of Anglo-American trade. Mr. Freeman was speaking at a BNEC-USA luncheon at the House of Lords on January 7.

By meeting the heads of a number of the larger firms with export interests, said Mr. Freeman, he hoped to learn how they viewed the American market and how he and his staff in Washington could help them to exploit it.

'The United States takes some 12 per cent of all our exports,' continued Mr. Freeman. 'When the figures for December are in, it will be seen that those exports will have topped 2 billion dollars in 1968 – that is to say, over £900 million. And yet our share of imports into the United States is not much over 6 per cent. If there are any ways in which British industry think we can help them in pushing up this share, I want to hear them. I promise that I and my staff throughout the United States will co-operate where we can. But the Diplomatic Service is in constant need of advice from industry about its requirements, its working and its intentions, if our diplomacy is to pull its weight.'

Referring to the very wide range of ways in which the official services assisted exporters, Mr. Freeman said there was no need for firms to be intimidated by the size or sophistication of the United States market. One of the import messages to be got over to British businessmen was that, in a country which occupied the major part of a Continent, different regions must be regarded as different markets.

'You in BNEC, and the Government services, have been trying to get British industry to look rather more beyond the immediate New York area, which is as far as many of our people seem to get, and to take a serious interest in the other markets in the States. Texas Year 1968, the trade drive of Mid-West 1969, are outward and visible signs of this effort. Next, I hear that you have great plans for promotions in California next year, which I wish every success.'

Pointing out that the Trade Development Office in New York received visits from over a thousand British businessmen last year, Mr. Freeman said that he wanted to see this personal direct co-operation developing and spreading. 'I want to see it in all our posts in the United States and I personally want to have the benefit of knowing what are the problems and what is the opinion of those who do the trading on which our British economy depends.'

MANCHESTER CHAMBER OF COMMERCE, *continued*

It is not, however, solely concerned with quality control or inspection work. A very important activity is the investigation of the cause of defects, or premature failures, particularly in textile items. Tenderness, holes, stains, barriness, streakiness, shadiness, and similar visible faults are frequently investigated, and the demand for this service has expanded considerably during the last few years. Not always is the customer right when he condemns the goods supplied to him. In many cases it is a failure to observe simple rules which has resulted in the fault, or, indeed, in purchasing something unfit for the use for which it was intended.

We have in this brief article touched upon some of the things, general and specialized, which the Manchester Chamber of Commerce does in the interests of exporters, but in truth there is scarcely an activity in which it participates which is not in some way of value to the export trade. Transport, insurance, post office, education, warehousekeeping, taxation and commercial legislation – all these subjects have committees within the Chamber, and all in some measure concern themselves with international trade. Even the municipal affairs committee can be said to be charged with the task of providing a better shop window for the products of Manchester and district. We began by saying that the Chamber originated primarily as an export organization, and we end by pointing out that although its work has greatly changed over the past century and a half, its interest in exports has never lessened. Additional labours may have been accepted, but none has been cast aside.

Furniture Development Council appointments

THE BOARD OF TRADE have re-appointed Mr. Roger Falk as chairman and Mr. Caspar Brook as independent members of the Furniture Development Council. These appointments are for the period from January 1, 1969 to December 31, 1970.

The Board of Trade have also appointed Mr. A. Izat to be a member of the Council for a period January 1, 1969 until December 31, 1970 in succession to Mr. A. C. Porter, as a representative of the interests of persons employed in the industry.

The Board of Trade have also made re-appointments to the Council as follows:

To represent the interests of persons carrying on business in the industry (for the period January 1, 1969 until December 31, 1969): Mr. W. Johnston, Mr. A. Moore. (For the period January 1, 1969 until December 31, 1970): Mr. L. W. L. Alston, Mr. G. Fergusson,

To represent the interests of persons employed in the industry (for the period January 1, 1969 until December 31, 1970): Mr. A. G. Tomkins, Mr. A. J. Darvill, Mr. R. S. Shube, Mr. J. R. Shanley, Mr J. Heapy, Mr. G. Crump.

To represent marketing and distribution interests (for the period January 1, 1969 until December 31, 1970): Mr. J. Barclay Jacobs,

Prevention of Fraud (Investments) Act 1958

Dealers in Securities

THE FOLLOWING changes have taken place during December in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed Dealers

Addition

Midland and Northern Securities Limited, Windsor House, 3 Temple Row, Birmingham, 3.

Change of Name

The name of London and County Securities Limited has been changed to London and County (A & D) Investments Limited.

Exempted Dealers

Additions

National Bank of Detroit, 28 King Street, London, E.C.2.

Deletion

Ocean Trust Company, Chesham House, Chesham Place, London, S.W.1.

Patent Office official joins International Patents Institute

MR. CHARLES VINCENT-SMITH, a Superintending Examiner of the Patent Office, Board of Trade, has been appointed Head of Administration at the International Patents Institute at The Hague.

He is the second Patent Office official to join the International Patents Institute within a year. Mr. L. F. W. Knight, a Superintending Examiner in charge of Classification, was appointed Counsellor in Information Retrieval to the Director-General at The Hague last January.

After graduating with honours in physics, Mr. Vincent-Smith joined the Patent Office in 1939. Following war service in the Royal Corps of Signals, he became an Examiner and dealt with patent applications for aircraft, gyroscopic instruments, measuring apparatus, packaging machines, thermionic valves and cathode-ray tubes. He was promoted Superintending Examiner in 1964.

Note:

The International Patents Institute at The Hague provides novelty searches for member countries and for individual firms. Nearly 10,000 such searches are made annually. The United Kingdom has been a member since 1956.

Monopolies Commission's report on the practice of recommending resale prices

MR. ANTHONY CROSLAND, President of the Board of Trade, has received the Monopolies Commission's report on the practice of recommending resale prices. The report will be laid before Parliament and published as soon as possible.

Note:

The reference to the Monopolies Commission was made on May 17, 1967. The Commission were asked to make a report on the general effect on the public in erest of the practice of recommending or otherwise suggesting prices to be charged on the resale of goods.

Agency legislation and practice abroad: new BoT handbook

THE BOARD OF TRADE announce publication of a new handbook (No. 4 in the series providing information for British exporters) entitled 'Agency Legislation and Practice Abroad'. Its aims are to bring to the attention of British exporters the existence in some countries of legislation which might give rise to unforseen difficulties in the relationship between principal and agent.

In the United Kingdom, as in many other countries, no special legislation exists: principal and agent are bound by the terms of the contract between them which usually states quite clearly what is expected of each party, but there are many places where special legislation does exist.

This handbook, prepared by the Board of Trade's Export Services Branch, sets out for most countries in the world a brief statement showing whether any such difficulties are likely to be met. It does not attempt to summarize all legislation which might affect agency contracts. Some additional information may be had from the Board of Trade's Export Services Branch, at 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 416).

Free copies of the handbook may be had on application to Information Division, United Kingdom Publicity Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2579/2580).

Note:

The other handbooks in the series are:

Export Handbook No. 1. 'Services for British Exporters'. Provides, in a convenient form, a guide to the range of export services provided by Government and other organizations.

Export Handbook No. 2. 'ECGD Credit Insurance and Financial Support Services'. Details the different forms of insurance and financial support available through the Government's Export Credits Guarantee Department.

Export Handbook No. 3. 'Organization of Overseas Marketing', A systematic guide, for chief executives and senior management, to possible types of organization within the company at home and in overseas markets.

Anti-dumping duties on files and rasps

THE BOARD OF TRADE gave notice on June 28, 1968, that they were considering an application for the imposition of anti-dumping duties under the Customs Duties (Dumping and Subsidies) Act 1957 on files and rasps (with or without handles) imported from Portugal and Australia. The Board of Trade now announce that they are satisfied that imports of files and rasps from both these countries have taken place at dumped prices and that this dumping has caused material injury to the British industry and threatens further injury.

The Board of Trade have, accordingly, made an Order (The Anti-Dumping Duty (No. 2) Order, 1968) imposing anti-dumping duties ranging from 5d. per dozen to 35s. per dozen according to type, size and cut, on files and rasps originating in Portugal and ranging from 4s. per dozen to 20s. per dozen, according to size, on files and rasps originating in Australia. The files and rasps are those falling under the heading 82.03(B) of the Customs Tariff.

The Anti-Dumping Duty (No. 2) Order, 1968, came into force on January 3, 1969. Copies of the Order (SI 1968 No. 2063) are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 9d., by post 1s. 1d. from HMSO, PO Box 569, London, S.E.1.

For the purpose of implementing this Order the Commissioners of Customs and Excise, on the direction of the Board of Trade, will require proof of the origin of any files and rasps exported to the United Kingdom from Australia, Portugal, Belgium, the Channel Islands, France, the Republic of Ireland, the Netherlands and Spain.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by January 24, 1969.

Tariff heads	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.14	Vinyl *n*-dodecanoate	Vinyl laurate	December 31, 1969	13225
29.25	α-Chloro-2′, 6′-diethyl-*N*-(methoxymethyl)acetanilide)	Lasso (2-Chloro-2′, 6′-diethyl - *N* - (methoxymethyl)acetanilide	December 31, 1969	13244

New official survey of Occupational Pension Schemes

THREE THOUSAND firms were invited to take part in the third survey of Occupational Pension Schemes carried out by the Government Actuary in 1967. Previous reports appeared in 1958 and 1966 and these provide the only source of comprehensive information on this subject in Britain.

The Department of Employment and Productivity announce that the latest report*, published on December 31, 1968, shows that there are now about 65,000 pension schemes in Britain – most of them operated on behalf of firms or groups of employers. Over 12 million people are currently members of a pension scheme – about one-half of all the employees in the country. Ten million are men (65 per cent of all employed men) and 2 million are women. The numbers of manual and non-manual employees who are members are approximately equal. About one-third of members of pension schemes are in the public sector, which includes the Civil Service, local government, the nationalized industries and Armed Forces.

The organizations on whose behalf these schemes operate employ some 22 million people in all, a high proportion of the total labour force of the United Kingdom. Nearly one-half of these employees do not, however, at present qualify for admission to the schemes for a number of reasons; over 3 million are too young or their length of service is too short; about 4½ million are ineligible because of the nature of their work; and more than 2 million are excluded for a miscellany of reasons.

The amount of money paid into schemes by way of contributions from employers and members amounts to over 1,250 million a year, of which the major part is borne by employers. Expenditure on benefits is now over £900 million a year, of which about £600 million relates to pensions in payment. The report gives separate figures for the public and private sectors of the economy.

*Occupational Pension Schemes – Third Survey by the Government Actuary, HMSO, price 5s. 6d. net.

New head of Government Economic Service

THE PRIME MINISTER, with the agreement of the Chancellor of the Exchequer and the Secretary of State for Economic Affairs, has approved the appointment of Sir Donald MacDougall, lately Director-General, Department of Economic Affairs, to be head of the Government Economic Service and Chief Economic Adviser to the Treasury when Sir Alec Cairncross left this post on December 31, 1968. He has also approved, with the agreement of the Secretary of State for Economic Affairs and the Minister of Overseas Development, the appointment of Mr. Bryan Hopkin, at present Director-General of Economic Planning, Ministry of Overseas Development, to take Sir Donald MacDougall's place at the Department of Economic Affairs.

Note:

Sir Donald MacDougall will continue to be paid his present salary of £8,000. Mr. Hopkin's salary will be £7,200. Sir Alec Cairncross is leaving the Treasury to become Master of St. Peter's College, Oxford, as already announced.

New President for Canning House

LORD ERROLL OF HALE, a former President of the Board of Trade, became the new President of the Hispanic and Luso Brazilian Councils (Canning House) on January 1. He succeeds Viscount Davidson, who has been President since the Councils were formed 25 years ago.

Metric steel rules for engineering

A BRITISH STANDARD – BS 4372: 1968 *Engineers' steel measuring rules* – has been published to meet the need for a specification for metric steel rules for use in engineering.

The units of measurement specified are metric units of the SI system (Sytème International d'Unités). These are the metre and the millimetre. However it is acknowledged that in cases where practical considerations make it preferable to use centimetre figuring this is permissible as a second choice. The standard recommends several preferred lengths of steel rules of normal and folding type, based on the known demands of countries already using the metric system, and suggests other suitable dimensions for the rules. It covers material, accuracy, and marking and figures show typical examples of rules which comply with the specification. Further figures show examples of simplified scales, which may be considered by manufacturers of these rules in the future.

BS 4372 is suitable for the application of the BSI kitemark approvals scheme and manufacturers interested in obtaining approval are advised to write to the certification marks section of the Institution. The kitemark is a registered certification mark used only under licence from BSI.

Copies of BS 4372: 1968 may be obtained from the BSI Sales branch at 101/113 Pentonville Road, London, N.1, price 8s. each (postage 9d. extra to non-subscribers).

Gauges for ISO metric screw threads

THE BRITISH Standards Institution has also announced another new standard, published as Part 3 of BS 919: 'Screw gauge limits and tolerances'. Entitled *Gauges for ISO metric screw threads*, it provides the latest available information about the gauges to be used in the production of ISO metric screw threads specified in BS 3643 and is based on draft ISO Recommendation No. 1502. 'ISO general-purpose metric screw threads. Gauging'. It covers the full range of screw plug gauges, solid and adjustable screw rings and screw calliper gauges, together with their associated setting and check plugs, and plain plug, ring and calliper gauges.

Copies of BS 919: Part 3: 1968 may be obtained from BSI Sales Branch at 101/113 Pentonville Road, London, N.1. Price 16s. each (postage 1s. extra to non-subscribers).

ECGD—branch telephone number

IN THE Export Credits Guarantee Department advertisement on the back cover of this issue the telephone number of the London West End branch should read: 01-437 2292 and not as printed.

Decimal planning for PAYE and National Insurance contributions

GUIDANCE WAS ISSUED on December 30, 1968, on how Britain's change to decimal currency will affect PAYE and both graduated and flat rate National Insurance contributions. Details are given in a joint statement by Inland Revenue and the Department of Health and Social Security issued through the Decimal Currency Board Press Office. The information is being made known as far ahead as possible to allow for forward planning of decimal working.

The date fixed for the introduction of decimal currency is D Day, February 15, 1971. On that day the £-new penny (£p) currency becomes legal tender. It will be followed by a changeover period of not more than 18 months when our £sd currency and our new £p currency will both be legal tender.

PAYE

Employers will be able to convert their PAYE records to decimal working at any suitable time from April 6, 1970.

For the tax year 1970/71, PAYE deduction cards will be designed to enable employers to convert entries to decimal at any time during that year. Employers who make the change to decimal before D Day will be able to use the £sd tax tables in conjunction with a conversion table. From D Day PAYE tax tables in both £sd and £p will be available for the changeover period which follows D Day. The conversion table and the decimal tax tables will show two decimal places of a £.

A dual currency form, P.45 (particulars of employee leaving) will be brought into use on April 6, 1970; but where this form is used before D Day employers will have to enter details in £sd in case the new employer has not converted to decimal working. During the changeover period after D Day these entries may be made in either currency.

Employers who do not use official PAYE deduction cards, but supply their own cards or forms, should consult their local Inspectors of Taxes before ordering stationery for 1970-71.

Graduated National Insurance contributions

It is intended to make the following arrangements for graduated National Insurance contributions. New banded tables, expressed to two decimal places of a £, will be provided and will be available for use when required from April 6, 1970, onwards. From the same date employers who prefer to calculate their graduated contributions direct from the appropriate percentages will be able to calculate the decimal rates by using the same percentages but rounding to the nearest second decimal place of a £. Employers still making up their payrolls in £sd after D Day will be able to continue using the £sd graduated contribution rates during the changeover period. Employers should, however, make the change to decimal rates of graduated contributions at the same time as they make the change to decimal expression of PAYE tax deductions.

Flat-rate National Insurance contributions

Planning is on the basis that, from D Day, there will be a fresh range of flat-rate National Insurance contributions, expressed in £p. These will be exact or near equivalents of the pre- DDay £sd rates, and, to facilitate payrolling, the employer's and employee's shares of the insurance stamp values will not contain any new halfpennies. (It follows that the stamp values themselves will not contain new halfpennies.) The new decimal insurance stamps will not be on sale at post offices before D Day. Nor will the £sd stamps be on sale from D Day onwards; employers still payrolling in £sd after D Day will have to buy decimal stamps – the only stamps available. Some latitude will, however, be allowed transitionally as regards acceptance of stamps in either currency.

Where flat-rate contributions are paid direct to the Department of Health and Social Security by the schedule or invoice method, or are paid by impressed stamping, it is intended that, broadly, the contribution rates applicable for the period up to D Day will, as in the case of adhesive stamping, be the £sd ones, and from D Day onwards will be the new decimal ones.

Mariners

Special arrangements for mariners on foreign-going ships will be discussed with the shipping industry.

Think of industrial building. Think of all the planning, the designing, the erection. Think of finding the site and arranging the finance. Think of HENRY BOOT. HENRY BOOT does it all.

Henry Boot

INDUSTRIAL BUILDING SERVICES (NORTHERN) LIMITED

CALLYWHITE LANE . DRONFIELD . SHEFFIELD S18 6XR

TELEPHONE: DRONFIELD 3471 (10 LINES)

A MEMBER OF THE HENRY BOOT GROUP

New industry for Risca

THE BOARD OF TRADE announce that The Rom River Co. Ltd. are to establish a new project at Risca, Mon. The contract includes the provision of electrical and mechanical services, overhead craneage and heating, and the construction of factory buildings, offices and canteen, totalling some 30,000 sq. ft., together with stockyard, hardstandings, roads and landscaping. Completion is scheduled for August.

A five acre site (the old Risca foundry), which is being bought from Risca UDC, was selected with the help of the Board of Trade officials in Cardiff, who have been in close contact with Rom River since the first plans for a Welsh factory were discussed with them in 1967.

When in full production the new unit should provide some 100 jobs, mainly for men; factory work will be open to men with no previous training, and experience at the company's Lichfield works, built in 1963, suggests that miners and steelworkers are well suited for employment.

Rom River has been associated with steel reinforcement for concrete since 1926; rapid post-war expansion at its London headquarters was followed by the development at Lichfield, which is thought to be the largest of its type in Europe. The new facilities at Risca, though not so large a scale, will embody the company's latest thinking on plant and methods.

New factory for Ammanford, South Wales

THE BOARD OF TRADE have allocated a factory at Ammanford, Glamorgan, to Delaney Gallay Limited. The factory stands on a 10-acre site with a floor area in excess of 145,000 square feet, which includes a two-storey office block and canteen. The firm manufacture car air-conditioning equipment, and is expected that it will operate as a self-contained entity with a capacity in excess of 3,000 units per day.

The type of employees required will include assembly workers, electro-platers, machine operators, setters, maintenance fitters, toolmakers, draughtsmen, supervisors, accounting staff and administrative personnel. Not all of these skills are likely to be immediately available and, with this in mind, the company is already having discussions with the Department of Employment and Productivity to set up a scheme for retraining personnel from other industries. It is the company's intention to recruit as many employees as possible locally.

Honeywell Controls to lease factory in Scotland

HONEYWELL CONTROLS LTD. are leasing additional factory space totalling more than 250,000 sq. ft. from the Board of Trade in Scotland. This was announced on December 30, 1968 by Mr. C. H. Offord, the company's corporate director of United Kingdom Manufacturing, who said the expansion was 'an investment in the future' which would create more than 900 new jobs.

The company currently occupies about 850,000 sq. ft. of factory space at Newhouse and Bellshill in Lanarkshire, employing 4,400 people on the manufacture of computers, micro-switches, meters and temperature control devices for domestic and industrial use. The newly acquired premises are a 200,000 sq. ft. factory at Uddingston – four miles from Newhouse – and a 55,000 sq. ft. advance factory built at Bellshill for the Board of Trade by Scottish Industrial Estates Corporation. The Uddingston factory, where there is space for 100 per cent expansion, will become the new headquarters of the company's Industrial Products Group, which will move from Newhouse, releasing space for planned growth of other divisions.

New Tyneside factory to produce glass-based laminates

THE DE LA RUE Group has announced that a new £750,000 factory to increase production of Formica industrial laminates is to be built at Tynemouth. The building, which will contain the most up-to-date machinery in Europe for the production of glass-based printed circuit materials, is planned to flank the existing complex of laminating plant set up by Formica Limited at Tynemouth in 1947. The additional production area will amount to 2,000 square metres.

The current orders for this kind of sophisticated printed circuit material indicate that over 40 per cent of the additional production will be exported; of the remainder sold in the United Kingdom, the majority will go to industries which have hitherto been predominantly supplied from overseas.

INDUSTRIAL TRAINING SCHEME

An inspection training class in progress in the newly opened Training Centre at the headquarters factory of Rockware Glass Ltd. at Greenford, Middlesex, with Greenford training instructor Mr. S. Jackson (far right). Rockware's training programme is a major investment in the future of the company, involving expenditure during 1969 of over £150,000.

Sugar for use in chemical and other manufactures

THE SUGAR (Surcharge Remission) Order, 1968, made by the Minister of Agriculture, Fisheries and Food under Section 58(1)(b) of the Finance Act, 1968, prescribes certain descriptions of goods in respect of whose manufacture sugar surcharge may be remitted or repaid. Sugar which has been denatured in accordance with Section 58(1)(a) of the Finance Act is already obtainable free of surcharge, and the purpose of this Order is to provide similar facilities for the manufacturers of goods in which the use of denaturants would be deleterious.

Notes:

The Sugar (Surcharge Remission) Order, 1968 (SI 1968 No. 2009) is obtainable from HMSO price 6d. It came into force on December 31, 1968.

The goods prescribed in the Order are: anti-microbial substances produced by the culturing of living micro-organisms (e.g. penicillin); dextrans; dyestuffs; fructose; gibberellic acid and its salts; griseofulvin; itaconic acid and its salts; mannitol; polyols; sodium glucoheptonate; sorbitol; and water-soluble textile size.

INDUSTRIALISTS WITH EXPANSION IN MIND—THIS IS FOR YOU!

Banffshire on the Moray Firth, in North-East Scotland offers you your choice of sites for industry in three centres – Banff/Macduff/Inverboyndie – Buckie – Keith.

The Local Authorities, alive to the other essentials, have ensured that the availability of sites is fully backed by the provision of housing and educational and recreational facilities.

As Banffshire is part of a Development Area, Board of Trade grants, loans and other incentives are also available.

For detailed information on Banffshire, and what it can offer you, please contact:

The County Development Officer,
Banff County Council,
13 Cluny Square, BUCKIE.
Tel. No. Buckie 3404.

The Register of Restrictive Trading Agreements: Restrictive Trade Practices Acts 1956 and 1968

Additions and Amendments to the Register

A LIST of additions and amendments made to the alphabetical index to the register between October 1 and December 31, 1968, is given below; the amendments are shown in italics. The index as it stood at July 30, 1957, was published in the *Board of Trade Journal* on August 16, 1957 (pages 371-378), to which subsequent additions and amendments have been published at approximately quarterly intervals – the last on October 4, 1968.

The purpose of the index is to help the public in searching for agreements in the public register itself. The index shows commodities which are the subject of agreements on the register, and the commodities are described exactly as they are in the particulars submitted to the Registrar of the agreements concerned. Where an agreement operates in a particular area, this has been indicated whenever practicable. The symbol 'C' indicates that the agreement in question has been referred to the Restrictive Practices Court and that the Court has made a declaration or order, a copy of which has been entered on the registered file. Symbol 'D' means that an agreement has been determined; 'E' signifies that an agreement has expired or will expire at a given date; and 'F' indicates that an agreement has been varied, whether by the removal of registrable restrictions or otherwise as to its terms or parties, so that it would not have been registrable at all had it taken the varied form at the time of registration. The date following each symbol indicates the month concerned.

Additions and amendments to the Register

Registered No. of Agreements	Commodity
	A
3132	Automatic intruder alarm equipment. Automatic extinguishing equipment, fire alarm equipment.
	B
2305	Bacon pigs, *add E.4/69.*
2890	Bacon pigs, *add D.6/68.*
3097	Bacon pigs, *add E.5/68.*
3136	Bacon pigs, E.4/69.
1098	Bright drawn square-edged steel flats, bright steel bars, C.4/67, *add D.12/68.*
3064	Building materials (fibrous plaster ventilators), *add C.11/68.*
	C
853	Cinematograph films, film materials.
1100	Cold-rolled steel strip, C.4/65, *add D.10/68.*
3140	Concrete kerbs and flags.
3138	Concrete, ready-mixed, Leicestershire, D.3/68.
1055	Confectionery, *add F.7/68.*
3131	Crown corks, *add D.5/68.*
	D
3137	Disinfectants and allied products.
	E
3134	Electric lamps.
3135	Electric lamps.
	F
2638	Fresh fruit, London, *add C.5/68.*
283	Fruit and vegetables, Liverpool, *add C.7/68.*
	H
1115	High speed steel drill rods, D.2/59, *add C.7/68.*
2488	High speed steel drill rods, F.2/65, *add C.7/68.*
	L
1103	Light rolled steel products, *add D.9/68.*
	M
2773	Manganese ore, ferro manganese, C.7/68, *add D.7/63.*
2885	Meat, F.3/65, *add C.7/68.*
2886	Meat (trading stamps), *add C.7/68.*
225	Mechanical handling equipment and plant, *add F.10/68.*
3139	Millinery.
2302	Motor vehicles, petrol, *add C.7/68.*
	P
2787	Packing cases, Manchester and district, *add D.2/68.*
2286	Pigs, N. Ireland, *add E.5/68.*
2521	Pine sleepers, *add E.10/68.*
3123	Pumps and allied equipment.
3124	Pumps and allied equipment.
	R
2375	Re-rolled steel products, *add D.9/68.*
1101	Rolled and re-rolled steel products, C.4/65, *add D.12/68.*
	S
3129	Spring balances, F.8/68.
3130	Spring balances, F.8/68.
3072	Steel fabric for concrete reinforcement, F.10/65.
114	Steel and light alloy drop forgings, *add C.7/68.*
	V
3084	Vegetable oil, add London.
	W
786	White lead dry and ground in oil, *add D.9/68.*

'D' and 'F' Agreements

The list below, headed 'D' and 'F' agreements, brings up to date at December 31, 1968, the list of agreements determined or varied as described above. Although these agreements already appear in the above-mentioned lists of additions and amendments, they are shown separately under this heading for the benefit of readers. Agreements which were registered as running for a specified period which has now expired, or will expire on a given date (i.e. those marked 'E' in the main list), are not included in the 'D' and 'F' list; in many cases these 'E' agreements are intended to be renewed or re-made in a similar form on expiry.

'D' and 'F' Agreements

Registered No. of Agreement	Commodity	Area	D or F	Date
225	Mechanical handling equipment and plant	—	F	Oct. 1968
786	White lead dry and ground in oil	—	D	Sept. 1968
1055	Confectionery	—	F	July 1968
1098	Bright drawn square-edged steel flats, bright steel bars	—	D	Dec. 1968
1100	Cold-rolled steel strip	—	D	Oct. 1968
1101	Rolled and re-rolled steel products	—	D	Dec. 1968
1103	Light rolled steel products	—	D	Sept. 1968
2375	Re-rolled steel products	—	D	Sept. 1968
2773	Manganese ore, ferro manganese	—	D	July 1963
2787	Packing cases	Manchester and district	D	Feb. 1968
2890	Bacon pigs	—	D	June 1968
3072	Steel fabric for concrete reinforcement	—	F	Oct. 1965
3129	Spring balances	—	F	Aug. 1968
3130	Spring balances	—	F	Aug. 1968
3131	Crown corks	—	D	May 1968
3138	Concrete ready-mixed	Leicestershire	D	Mar. 1968

It should be noted that the inclusion of an agreement about a commodity in the 'D' and 'F' list does not necessarily mean that there are no other restrictive agreements about that commodity. Further, a 'D' or 'F' agreement may sometimes be replaced by a new agreement which will appear in the main list of additions and amendments when it is registered.

Agreements referred to the Restrictive Practices Court

On April 10, 1959, there was published in the *Board of Trade Journal* (page 859), a list of all agreements in respect of which Notices of Reference (constituting formal commencement of proceedings before the Restrictive Practices Court) had been issued, except those which had already been dealt with by the Court. Subsequent additions have been published at approximately quarterly intervals but no Notices of Reference were issued during the quarter October 1 to December 31, 1968. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest, is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2. The agreements shown in square brackets have been abandoned after the issue of a Notice of Reference.

Inspection of the Register

The register may be inspected at a fee of 1s. per day, between 10 a.m. and 4.30 p.m. on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements,
Chancery House, Chancery Lane, London, W.C.2,
9 Hope Street, Edinburgh, 2,
21 Linenhall Street, Belfast, 2.

The indexes to the Register, one as published in the *Board of Trade Journal* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

Investiture souvenir competition results

ONE HUNDRED AND SIXTY-SIX souvenirs have been selected as winners of the Investiture Souvenir Competition organized by the Council of Industrial Design and the Welsh Office in association with the Wales Tourist Board. The aim of the competition was to encourage British manufacturers to produce well designed souvenirs to commemorate the Investiture of HRH The Prince of Wales at Caernarvon on July 1. The winning souvenirs will be included in the CoID's Design Index, a photographic and sample record of some 10,000 well designed British made goods.

A panel of 11 judges, chaired by The Earl of Snowdon, considered the 450 submissions on the basis of interesting use of materials and techniques, an imaginative approach combined with a high standard of workmanship in relation to cost, and an appropriate awareness of the historical significance of the occasion. For the purpose of the competition a souvenir was defined as an article relating to Wales and commemorating the 1969 Investiture of The Prince of Wales at Caernarvon.

The winning souvenirs are made by 60 manufacturers – 11 of whom come from Wales – and include mugs and tankards, dishes, trays, vases, jewellery, toys, tea cloths and rugs.

A selection of the winning souvenirs is being shown to the public at The Design Centre, London, from January 6 to 25, and again from June 23 to July 12. Displays are also proposed at the National Museum of Wales, Cardiff and at Windsor and Caernarvon Castles. Store displays during the year include Callers of Newcastle, Hammonds of Hull and Simpsons of Piccadilly.

Certificates of origin: correction

IN LAST week's *Journal*, page 8, the Welwyn Garden City Chamber of Commerce was listed as not issuing EFTA certificates of origin. It has been pointed out that this is incorrect; the Chamber does now issue such certificates.

Aerospace sales mission

REPRESENTATIVES OF thirteen British aerospace equipment manufacturers visited the United States last month. They were the members of BNEC's second Aerospace Sales Development Mission of 1968, and they spent 14 days in Texas and adjoining states. During their visit they met representatives of 24 American companies including – Bell Helicopters, General Dynamics, Collins Radio, Varo Incorporated, McDonnell Douglas Corporation, Rocketdyne, and other leading manufacturers in the field. These meetings were arranged with the co-operation of the commercial sections of the consular services in Dallas and Houston.

FILMS FOR EXPORTERS

THE Board of Trade has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, its Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

Talking at a press conference in London on January 2 to inaugurate Mr. Myron Ackerman as chairman of the British Menswear Guild, were (left to right): Mr. Derek P. Rose, managing director of Bonsoir and outgoing chairman of the Guild; Mr. Myron Ackerman, and Mr. Reginald Mitchell, director of the Guild.

British Menswear Guild mission to Far East and Australia

NINE MEMBERS of the British Menswear Guild left London on January 6 on a month's hard selling mission which will embrace Japan, Hong Kong and Australia. The mission will be receiving financial assistance from the British National Export Council.

The primary object of the mission to Japan is to sell in for the British Week in Tokyo from September 26 to October 5. In Hong Kong and Australia members will be endeavouring to increase sales of their merchandise in what are considered to be extremely valuable markets.

Several members of the mission will be returning to the United Kingdom via the United States, where they will be holding meetings preparatory to 'California 70' and also visiting the Menswear Retailers of America Convention in Chicago.

Conference on selling to US

THE ONE-DAY London meeting referred to on page 1701 of December 20 issue under the heading 'Menswear Seminar discusses sales to United States' was in fact a general conference of senior executives which dealt with marketing, retailing techniques, breaking into the United States market, financial problems and transportation (including air freight and containerization). The conference was arranged by the College Management Ltd., with the Guardian Business Services. Lord Redmayne, who is a member of the BNEC United States committee, was in the chair.

Leicester trade missions for 1969

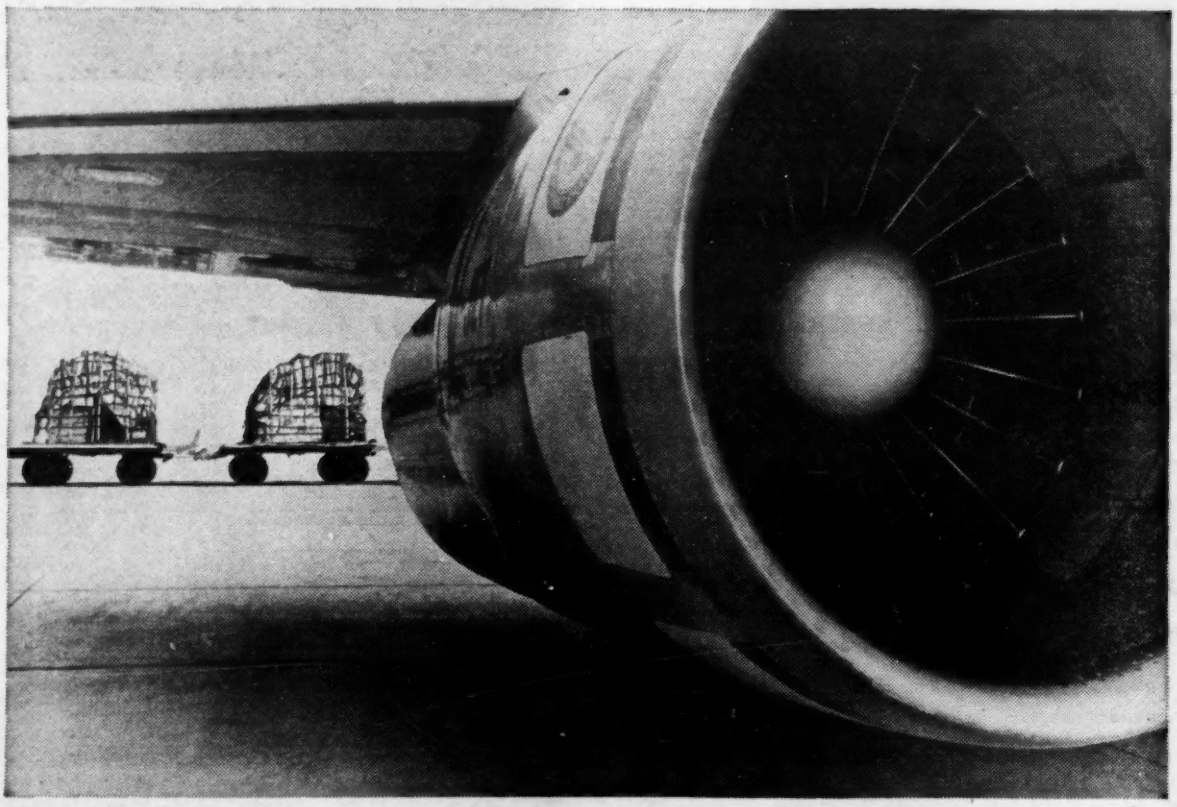
THE Leicester and County Chamber of Commerce have announced the following programme of trade missions for 1969:

January 19-29	Scandinavia (Finland, Sweden, Norway)
February 2-8	Zurich and Milan
February 25-March 26	San Francisco, New Zealand, Australia, Singapore and Bangkok
April 29-May 10	Libya and Malta
June 8-21	Rumania, Hungary and Bulgaria
August 24-September 6	Zurich
September 15-19	Moscow

Others which are under consideration are to the United States, Canada and South America, in the autumn. On January 5 Mr. H. L. Milliard, secretary of the Leicester Chamber, set off to visit Brazil and Argentina on a reconnaissance to make arrangements for a trade mission to visit these and other Latin American countries.

QANTAS JET ENTERPRISE

THE NEW WAY TO SAVE DELAYS, SAVE MONEY



Speed your cargo direct, no hold-ups on the way to the Far East and Australia.

Qantas Air Cargo from London to the Far East and Australia saves days on delays. 10 times a week, any day of the week, Qantas can speed your consignments direct. No stopovers, no transhipments, no hold-ups on the way. Connecting services to speed your cargo on to New Zealand and the South Pacific.

Qantas with its associates offers 36 direct cargo flights a week to the Far East and Australia; the only regular jet freighter capacity.

QANTAS AIR CARGO

YOUR CARGO EXPERTS ON FIVE CONTINENTS

QANTAS, in association with AIR INDIA and BOAC

8A 302

Aviation and Shipping

Accident to Ariana Airlines' Boeing 727 YA-FAR

THE BOARD OF TRADE issued the following statement on January 5:

'An Inspectors' Investigation started by the Chief Inspector of Accidents of the Board of Trade early this morning into the crash of the Ariana (Afghanistan) Airlines' Boeing 727 YA-FAR which took place when approaching to land at Gatwick Airport, London, at 01.35 GMT (02.35 BST) this morning. It is understood that there were 51 adult and three infant passengers and nine crew on board, three flight deck crew and 12 passengers survived and have been taken to hospital.

'The aircraft was on a routine flight from Kabul, its last port of call before Gatwick being Frankfurt.

'During the final stages of its flight to England the aircraft was in radio communication with Gatwick Airport Air Traffic Control. The weather at Gatwick Airport, 50 metres general visibility with freezing fog and 100 metres visibility along the runway, was passed to the aircraft, and the pilot elected to make an approach indicating that if he had to overshoot he would divert to Heathrow Airport, London.

'The aircraft reported that it was established on Instrument Landing System localizer, and later that it was passing the outer marker beacon at about 4½ miles from the runway. Subsequently it hit some trees on the centre line of the approach and came to rest in a number of pieces after demolishing a bungalow, killing two of its three occupants, about two miles short of the runway threshold. There was an intense fire in the central and forward parts of the wreckage.

'A cockpit voice recorder has been recovered in a somewhat damaged condition. The search is being continued for any other crash recorder that may have been on board.

'Representatives of the airline and of the Afghanistan Government are on their way to this country to take part in the investigation.'

ON JANUARY 6 the Board of Trade issued the following statements:

'The Board of Trade Accident Investigations Branch report that they have recovered the second flight recorder at the scene of the accident. It is apparently undamaged but blackened by heat. It has been taken away for examination.

'A Board of Trade spokesman said this afternoon that the Accident Investigation Branch is in touch with the flight crew of the Boeing 727. The three officers are under medical supervision, suffering from shock and delayed reaction. Arrangements will be made to interview them as soon as they are fit.'

MESSAGES OF CONDOLENCE

The following messages were sent on January 5.

Text of message of sympathy from Her Majesty The Queen to His Majesty King Zahir Shah of Afghanistan

'I have been greatly distressed to learn of the accident to Afghan Airways aircraft near Gatwick this morning. My husband joins me in sending our most sincere sympathy to your Majesty. We deeply regret the tragic loss of the lives of so many of those on board.'

Text of President's message of sympathy to the Government of Afghanistan

Mr. Anthony Crosland, President of the Board of Trade, has sent the following message to the Government of Afghanistan:

'On behalf of Her Majesty's Government may I express to the Government of Afghanistan our deepest sympathy on the loss of the Ariana Afghan Airline's Boeing 727 near Gatwick early this morning and on the tragic deaths of so many of the people it was carrying. May I also ask you to express our sympathy to the relatives of those of your countrymen who have lost their lives.'

Using a 24-foot low-loader and three 12-metre TIR trailers, Lep Transport have just completed the movement by road to Lisbon, Portugal, of a Boeing 727 aircraft flight simulator complete with colour visual system. The simulator, manufactured by Redifon Limited, of Crawley, Sussex, has been supplied to TAP, the Portuguese National Airline for aircrew training. Movement of the simulator took Lep Transport several months to plan as the low-loader carried an 11 ft. 6 in.-wide packed fuselage, which, because of its width, involved the obtaining of 27 licences to allow it to pass through France alone. Picture shows the low-loader outside the Chiswick depot of the Lep Group prior to the start of the journey.

Text of message of sympathy sent by the President to the Chairman of Dorking and Horley Rural District Council

'May I offer you my deepest sympathy on the terrible accident which took place early this morning when an Ariana Airlines (Afghanistan) Boeing 727 crashed in Horley. May I also ask you to convey my sympathy to the relatives of those who so tragically lost their lives on the ground.'

Mr. William Rodgers, Minister of State, Board of Trade, with special responsibility for civil aviation, visited the scene of the crash on January 5 to see operations for himself.

Northern Ireland Advisory Committee for Civil Aviation

MR. ANTHONY CROSLAND, President of the Board of Trade, after consulting the Minister of Home Affairs of Northern Ireland, has re-appointed Lt. Col. D. J. Christie as chairman, and the following members of the Northern Ireland Advisory Committee for Civil Aviation for a further period until December 31, 1969:

Senator V. A. Cooke, Mr. Max Eitel, Mr. G. Martin Johnson, Senator N. Kennedy, Mr. J. P. Mackie, Mr. T. W. Price, Mr. R. L. Schierbeek, Mr. B. Sherlock, Mr. W. L. Stephens, Mr. D. H. Stevenson and Sqdn. Leader H. D. H. Cooper.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

New Books

Two trade mission reports on Africa have just been published. **Mission to South Africa: Pretoria, Johannesburg, Cape Town, Port Elizabeth, East London and Durban.** (12 pages. Leicester and County Chamber of Commerce Inc., 4 Horsefair Street, Leicester LEI 6EA. 5s.) South Africa has a mixed capitalist economy in which over three quarters of the gross domestic product is generated by private industry. This report examines the prospects for trade between the United Kingdom and South Africa. It examines the following subjects: United Kingdom exports to South Africa, United Kingdom imports from South Africa. tariff preference, the political situation, the knitting industry, capital goods and import control. An appendix dealing primarily with import control is also included. **Report of the Trade Mission to Kenya, Tanzania and Uganda.** (12 pages. London Chamber of Commerce, 69 Cannon Street, London EC4. 5s.) Despite an element of uncertainty over the future of East Africa, this report concludes that there are still good opportunities for British industry. Since December 1967, Kenya, Tanzania and Uganda have been united in the East African Economic Community and the report believes that there should be considerable economic benefit from the creation of a market of 30 million people with regular trading replacing the informal economic relationship that previously existed. In all three countries there is considerable Government participation in the development of trade and industry with the consequence that much of the purchasing and procurement has passed to state bodies. British exporters are advised to make connections with the organizations who will make many of the purchases in the future. There will be distinct advantages in personal visits from directors or senior sales and technical staff from the United Kingdom. These contacts will be doubly important in view of the huge public works programmes being undertaken. Each country has its own development plan and in Uganda and Tanzania there are state trading and development corporations. There is definite scope for companies able to tender for complete contracts to build new factories or hospitals, schools and roads. These projects will also provide many openings for consultants over a wide field. At present the United Kingdom is both the major supplier and customer for all three countries but there is growing competition from Japan, the United States and East Europe, and in Tanzania from China.

Manual for Fabric Exporters to Western Europe 1969. (40 pages. Textile Council, Royal Exchange, Manchester M2. 7FB. 4s.) This is the second edition of the Textile Council's Manual for Fabric Exporters first published in March 1967. It has been enlarged to cover import duties and regulations of knitted fabrics of cotton and man-made fibre and woven pile and chenille fabrics, as well as information on Spain and Iceland. The EFTA section has been expanded to include summaries of the duties on exports not qualifying for EFTA tariff treatment. The information contained was correct at the time of going to press in September 1968 and the tariff position is expected to remain unchanged until the end of 1969. Further details of the duties and regulations summarized in this publication are obtainable from the Overseas Trade Department of the Textile Council where a tariff information service on markets outside Europe is also freely available to exporters.

Fiscal Policy for a Balanced Economy. Organization for Economic Co-operation and Development. (186 pages. Available from HMSO and other Government bookshops at 32s. 6d.; by post 33s. 6d.) This is the report of a group of independent experts, under the chairmanship of Professor Walter Heller, appointed by the OECD's Economic Policy Committee 'to assess the extent to which fiscal policy has been used in some of the main member countries as a means of maintaining an appropriate level of total demand in the countries concerned, to report on the obstacles which in some cases may have undesirably limited its use, and to make recommendations as to the steps which might be taken to increase the scope for the use of fiscal policy as a means of promoting steady growth and maintaining the balance of the economy.' The report begins by examining the fiscal policies, and their institutional setting, of each of the seven countries which the group was instructed to study – Belgium, France, Germany, Italy, Sweden, the United Kingdom and the United States. In most cases the examination covers a period starting in 1955. This chapter uses in the construction of diagrams and in general judgments regarding the direction and force of budgetary effects on total demand, estimates made by Professor Bent Hansen; a methodological note on these estimates is included as an annex to the report. The following chapter discusses the lessons of past experience, and lists the main obstacles which fiscal policy encountered and the advantages from which it benefited.The need for flexibility in the use of fiscal policy, the problems of co-ordinating economic policies, the need for an informed public opinion and for public discussion of policies, areas which the group considers to be of major importance for the successful operation of fiscal policy, are each dealt with at chapter length. Attention is drawn to certain particularly effective solutions or arrangements evolved in individual countries which the group thinks other countries should consider, and in all 24 recommendations are made. Professor Hansen's study referred to above is due to be published by OECD in early 1969, and will be entitled *Fiscal Policy in Seven Countries*, 1955-1965.

Information Agreements, Competition and Efficiency, by D. P. O'Brien and D. Swann. (248 pages. Macmillan. £3 15s.) 'When anti-trust authorities attack formal price fixing cartels, their dissolution is sometimes followed by the substitution of information agreements which involve not the fixing of prices and outputs but the exchange of information about prices to be charged or tendered, outputs to be produced and so forth. This exchange of information can have an inhibiting effect on competition and can of course lead to collusion. Information agreements therefore pose a problem for the anti-trust authorities and a policy has to be devised to deal with them. If such a policy is not forthcoming, much of the beneficial impact of restrictive practices legislation is likely to be lost. This book, the first to be published in the United Kingdom on the subject traces the evolution of information agreements in this country. It goes on to analyse their nature and it considers their effects both theoretically and empirically. The main aim of the book is to consider the approach which should be adopted by the law, and in order to arrive at a balanced view, the approaches adopted in the United States, Canada and West Germany are taken into account' – Preface.

Sergeant on Stamp Duties, by B. J. Sims, J. B. Hodgson and A. K. Tavaré. 5th edition. (551 pages. Butterworths. £6) Five years have elapsed since the last edition. In the intervening period there have been many important changes both in the substantive law and practice of stamp duty. These have been incorporated in this fifth edition which contains a comprehensive coverage of the subject. By comparison with the previous edition there are three notable changes. Firstly, as much as possible of the history of stamp law has been eliminated; secondly, information has been inserted relating to the law and practice in Scotland; thirdly, the appendix of selected law reports has been omitted from this edition.

Frontiers of Collective Bargaining, edited by John T. Dunlop and Neil W. Chamberlain. (318 pages. Harper and Row. £4 3s.) This book has been written by 13 leading experts on labour problems in the United States. The collection of essays it contains are the product of a three-year research and study programme by the Labor Management Institute of the American Arbitration Association.

London Trade Inquiry Offices of Overseas Countries. 1968. (24 pages.) A revised edition has been published of *London Trade Inquiry Offices of Overseas Countries*. The list gives the London addresses and telephone numbers of the offices of foreign and Commonwealth countries to which trade inquiries may be directed – including the commercial departments of embassies and legations, the London offices of Commonwealth countries, overseas chambers of commerce in London, and other similar offices. Copies are available free on application to the Librarian, Board of Trade Central Library, 1 Victoria Street, London SW1. Further corrected editions will be published as occasion demands, and inquirers who wish to receive future editions as well as the current one are asked to say so in their applications. Copies of the new edition have already been despatched to all those who had previously indicated their wish to receive it.

Other Publications

BRITISH NATIONAL FORMULARY 1969. 8th edition. 384 pages. Available from the British Medical Association, Tavistock Square, London WC1 and the Pharmaceutical Press, 17 Bloomsbury Square, London WC1 at 13s. 6d.

EXPORTER'S YEAR BOOK 1969, edited by Donald H. Dadds. 53rd edition. 478 pages. Benn Brothers (Marine Publications) Ltd., 7-17 Jewry Street, London EC3. £5 5s.

PROBLEMS FOR DISCUSSION ON MERCANTILE LAW, by Michael Greener. 83 pages. Butterworths. 10s.

REPORT OF EXPORT SYMPOSIUM NOVEMBER 1968. 31 pages. Gauge and Tool Makers' Association, Standbrook House, Old Bond Street, London W1X 4LS. 5s.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85.000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30. Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports, which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London WC2 (Tel. 01-405 3422).

Transportation Bulletin No. 10, by H. K. Bourne. 12 pages.
Transportation Bulletin No. 11, by H. K. Bourne. 14 pages.
Transportation Bulletin No. 12, by H. K. Bourne. 10 pages.
Transportaton Bulletin No. 13, by H. K. Bourne. 12 pages.

These Transportaton Bulletins are divided into four sections: general, road transport, rail transport and marine transport.

Japanplas, Osaka, October 9-18, 1968, by C. R. S. Manders. 5 pages. *Japan* 80. Japanplas, the second International Fair of Plastics (Japan), was held in Osaka, October 9-18.

Osaka Prefecture Inspecton Centre for Public Nuisances, by C. R. S. Manders. 3 pages. *Japan* 81. Growing concern over the pollution of the environment and other public nuisances have led to the setting up of an Inspection Centre on Osaka to collect data and to give notice to factories which exceed reasonable intensities. Fifteen fixed unmanned monitoring stations and one mobile station are operating in conjunction with the Centre.

Private Schools in Japan: The 1967 White Paper on Education, by C. R. S. Manders. 4 pages. *Japan* 82. This paper reviews Japanese education at the kindergarten stage and at the compulsory education stage.

The Fraunhofer Society for the Advancement of Applied Research, by M. H. Proctor and R. C. C. Cook. 3 pages. *Germany* 120. Among the aims of the Fraunhofer Society is that of acting as procurement agency for research on behalf of industry and of providing the appropriate facilities. The Society is particularly concerned to discover those projects which would appear to be of economic significance. Co-operation is being sought with industrial bodies to achieve the speedy application of research findings to industrial practices.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industralists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

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Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Department of Applied Economics Monograph 14

The Wealth of the Nation

JACK REVELL

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Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade - including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

Northern Region
Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575. Telex No. 53178.) Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
R. Wood.

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. Telex No. 25991.)
F. Lacey.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. Telex No. 25991.)
P. B. Hunt.

South Western Region
The Pithay, Bristol BS1 2NE (Tel. Bristol 21071. Code: 0272 21071, Telex No. 44214.)
L. I. Macbeth,

Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL. (Tel. Cardiff 62151. Code: 0222 62151. Telex No. 49267.) North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire, (Tel. 0492 44261.)
I. Gray,

Midland Region
Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221, Code: 021, 643, 8221. Telex No. 33702.)
J. F. J. Jardine.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171, Code: 061. CEN 2171, Telex No. 66104.)
N. S. Belam,

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867, Code: 0463 30867.)
P. J. L. Homan,

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232 34488. Telex No. 74578.)
H. E. Jones, C.B.E.

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location of sale	Auctioneer
Jan. 15	Miscellaneous stores	TA and VR Centre, Meadowforth Road, Stirling.	Dixon & Wallace Ltd. (Dept. L), Bank Build-Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).

Machine tools including, grinding, welding and drilling machines; heavy duty valve refacer; portable sander and grinder, etc.; ground and workshop equipment and spares; vehicles spares; generating sets; trolleys and test rigs; small tools; parachutes and harness; fire extinguishers; electrical spares; electric cable; furniture; clothing and footwear including, large quantities of blankets and ankle boots; steel, aluminium alloy and wooden boxes; wool, hessian and canvas rags and many other items of miscellaneous stores; 262 STEEL SAFES 21¾ in. by 18¾ in. by 11¼ in. with keys.

Jan. 21-23 (incl.)	Miscellaneous stores	Lido Ballroom, Winchester, Hants. . .	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211).

Machine tools including, centre and medium and heavy duty lathes; portable electric drills; shapers; chain saws; tool grinders; planing and thicknessing machines; power hacksaws; grinding, shearing and woodworking machines; drilling machines, etc.; water tube boilers; multifire tubular type vertical steam boiler; concrete mixer; air compressors; motor generators; electric motors; punch card equipment; various electronic valves; telephone sets; bearings, various; used tyres; scrap metals; 765 gals. brake fluid; wooden boxes and crates; clothing, furniture and kitchenware.

Jan. 29 .	Miscellaneous stores	Auctioneers premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 69292).

Machine tools including, pedestal, vertical and radial drills; horizontal boring machines; planing and milling machines; turret, capstan and wood turning lathes; engraving machines, etc.; Ford V8 and B4 engines; radar equipment; charging sets; lifting jacks and miscellaneous motor vehicle spares; batteries; small tools; textiles; clothing and footwear; kitchenware; mixed rags; old tentage; webbing and large quantities of general stores.

Feb. 4-5 .	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon. .	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 2073).

Large quantities of motor vehicle spares; scrap aircraft and M.T. tyres; single acting pile hammers; Smiths anvils; miscellaneous tools and wooden tool boxes; wooden extension ladders; 9 tons plastic insulating composition, clasp knives; firefighting equipment; sisal and manila rope; bleaching powder; various paints; pocket watches; furniture including, fold flat forms and chairs; bedside cabinets; easy chairs; wooden industrial lockers; various tables; miscellaneous kitchen equipment; clothing and textiles including, women's overalls; vests and drawers; socks; K.D. shorts; jerseys; greatcoats; white calico and dress shirts; leather wellington boots; drill jackets and trousers; rubber knee boots; B.D. blouses; sea kitbags; G.S. haversacks Mk. 7; firemen's blue trousers and blue double breasted tunics; canvas water bottles; hessian; woollen rags; scrap rubber, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sales, price 1s. 0d. (postal order only).

NISSEN HUTS

100 NISSEN HUTS 16 ft. by 36 ft. and 18 of 24 ft. by 66 ft. are to be sold at the Ministry of Defence auction sale to be held at WINCHESTER on January 21-23, 1969. Catalogues, price 1s. 0d. (postal order only) available from the auctioneers: Richard Austin & Wyatt, 79 High Street, Fareham, Hants.

SALE BY TENDER

MACHINE TOOLS

Single spindle automatics; vertical internal broach; vertical surface broaches; slideways grinders; located at Enfield. Bench and radial drills; surface universal and tool grinders; centre lathes; horizontal and vertical millers; presses; saws; shapers; woodworking machines, etc. Located at Waltham Abbey. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders for machine tools at Enfield to be returned by 10 a.m. January 28, and for those at Waltham Abbey by 10 a.m. January 30, 1969.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20.103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+14
1963	119	119	136	131	120	..	131	104	143	146	130	+206	+113	+29	+55
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+354	+79	+47
1965	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+42	+43
1966	132	133	165	158	129	100	162	134	171	185	165	+227	+129	+30	+ 6
1967	133 (a)	133	171	165	132	101	172	128	166	203	186	+104(a)	— 47	—30	+10
1967															
1st quarter	133	132	167	161	129	100	166	127	163	192	179	+ 39	— 8	— 7	+14
2nd quarter	133	133	169	162	129	100	175	133	174	200	185	+ 48	+ 12	—11	+14
3rd quarter	133	133	173	166	132	102	173	125	164	207	190	— 32	— 18	—16	—20
4th quarter	134 (a)	135	174	170	135	104	173	125	163	211	192	+ 49(a)	— 32	+ 5	+ 2
1968															
1st quarter	137 (a)	137	179	176	140	106	177	121	183	210	194	—106(a)	—121	+ 7	+46
2nd quarter	134	138	180	170	130	102	174	121	168	216	190	+ 66	+ 50	+15	Nil
3rd quarter		140				103		125*	179*				+ 44*	+16*	+ 5
1968															
May		139				100									
June		139				103									
July		140				102									
August		141				104									
September		139				102									
October		139*				103									
November						106									

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	—	—	—		—	—	—				3,834	3,250	
1962	117	100	101·6	+4·2	103·0	120·6	136·2	422	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	— 91
1966	154	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	+ 15
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—404
1968								543	189				
1967													
1st quarter	149	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 25
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—110
3rd quarter	146	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 20
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—299
1968													
1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184	24,225	203	181	—175
2nd quarter	138	125	125·0	+4·5	122·8	141·3	185·8	550	180		201	180	—152
3rd quarter	138	128*	125·7	+5·6	122·1	141·6	187·5	580	182		209	196	— 80
4th quarter								533	210				
1968													
May	140	123	124·9	+4·6	122·0	141·3	185·8	545	181		207	178	
June	138	125	125·4	+4·6	122·9	141·5	186·0	569	178		193	182	
July	138	123*	125·5	+5·3	121·9	141·6	186·9	580	180		210	188	
August	139	126*	125·7	+5·7	121·8	141·6	187·5	585	179		209	199	
September	138	128*	125·8	+5·9	122·5	141·7	188·0	575	186		208	201	
October	139*	125*	126·4	+5·6	122·7*	141·8*	188·3	551	195		210	194	
November			126·7	+5·2	123·4*	141·9*	189·4	529	211		217	207	
December								520	225				

*Provisional. †Not seasonally adjusted. (a) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

Trends in insurance companies' investment

NET INVESTMENT by insurance companies in the third quarter of 1968 at £208 million was £33.8 million more than in the previous quarter and £24.2 million higher than in the corresponding quarter of 1967. Investment in the first three quarters of 1968 was approximately 18.5 per cent higher than in the corresponding period of 1967. Approximately 6 per cent of this increase is due to the inclusion from January 1 of the 10 Commonwealth life companies which are members of the British Insurance Association in these statistics.

Life funds

Net investment by the life funds was £183.2 million, £8.1 million higher than in the second quarter. Net investment in Government securities was at the high level of £49.4 million, compared with £34.6 million in the previous quarter, but almost £10 million less than in the corresponding quarter of 1967, even though substantial disinvestment in short-dated securities took place on account of sales of steel nationalization securities in that period. There was an appreciable switching from short-dated to long-dated Government securities.

Investment in company securities at £75.5 million was £29.7 million less than in the previous quarter, due in the main to some selling of ordinary shares, and a continuing disinvestment in preference shares. Since the passing of the Finance Act, 1965, there has been a total disinvestment of £63.7 million in preference shares by life funds. Investment in debentures remained at the same high level of the previous six months at £54 million. Investment in equities fell this quarter, although capital issues increased.

Net investment in mortgages and loans at £38.1 million was £10.9 million higher than in the previous quarter, almost all of this rise being in house purchase loans. Investment in land, property and ground rents at £33 million was £8.4 million more than in the second quarter and £8.9 higher than in the corresponding quarter of 1967. There was a fall of £10 million in holdings of cash and other short-term assets during the quarter compared with a fall of £27.7 million in the previous quarter. Holdings of United Kingdom local authority bills and temporary money fell by £12.1 million, but cash in hand rose by £3.4 million.

General funds

Compared with a net disinvestment of £0.9 million in the previous quarter, general funds had a net investment of £24.9 million in the third quarter, which increase was almost entirely in the balance of cash and other short-term assets, which increased by £13.5 million, as against a fall of £10.8 million in the previous quarter. Total investments were £1.5 million more than in the second quarter, but £2.5 million less than in the corresponding quarter of 1967.

The pattern of investment of the general funds was much the same as for the life funds, except for investment of £3.6 million in preference shares, as opposed to a disinvestment of £7.5 million by life funds. Since the passing of the Finance Act, 1965, total investment to date in preference shares by general funds is £41.3 million.

Note:

The statistics relate to the United Kingdom insurance companies and the Commonwealth life companies (in respect of their United Kingdom business), which are members of the British Insurance Association, and to collecting friendly societies. The figures exclude direct investment in overseas branches or subsidiaries, and also assets held by, or on behalf of those branches, even if they are held in the United Kingdom.

Transactions are recorded at cash values. Net investment is the difference between payments made for assets acquired and payments received for assets realized. Full definitions were given in the *Board of Trade Journal* of August 16, 1968 (page 486). The figures have been rounded and totals are not always equal to the sums of their components.

Transactions in assets of insurance companies (1)

£ million

ASSET	LIFE FUNDS					GENERAL FUNDS					COMBINED FUNDS				
	Net Investment 3rd qtr. 1967	Net Investment 2nd qtr. 1968	3rd quarter, 1968			Net Investment 3rd qtr. 1967	Net Investment 2nd qtr. 1968	3rd quarter, 1968			Net Investment 3rd qtr. 1967	Net Investment 2nd qtr. 1968	3rd quarter, 1968		
			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment			Assets Acquired	Assets Realized	Net Investment
Public sector securities:															
British government and government guaranteed securities:															
Period to maturity:															
Up to 5 years	— 58·0	— 17·9	51·9	56·8	— 4·9	— 5·6	— 2·1	15·3	20·8	— 5·5	— 63·8	— 20·0	67·2	77·6	— 10·4
Over 5 and up to 10 years	+ 2·1	+ 0·7	9·8	21·0	— 11·3	+ 0·1	—	2·4	5·9	— 3·6	+ 2·2	+ 0·7	12·2	27·0	— 14·8
Over 10 and up to 15 years	+ 19·7	+ 5·6	11·8	18·2	— 6·4	—	— 0·6	4·0	5·9	— 1·9	+ 19·7	+ 5·0	15·8	24·1	— 8·4
Over 15 years	+ 88·7	+ 43·9	264·5	195·9	+ 68·7	+ 3·6	— 0·6	15·6	5·6	+10·0	+ 92·3	+ 43·3	280·1	201·4	+ 78·7
Undated	+ 5·6	+ 2·4	22·1	18·8	+ 3·3	—	+ 0·6	—	0·1	— 0·1	+ 5·6	+ 3·0	22·1	18·9	+ 3·2
United Kingdom local authorities, etc., securities	— 3·9	+ 9·3	9·9	7·5	+ 2·4	+ 0·6	+ 0·2	1·3	0·7	+ 0·7	— 3·4	+ 9·4	11·3	8·2	+ 3·1
Total of public sector securities	+ 54·3	+ 43·9	370·1	318·3	+ 51·8	— 1·3	— 2·4	38·5	38·9	— 0·4	+ 52·6	+ 41·5	408·6	357·2	+ 51·4
Other investments:															
Company securities:															
Ordinary shares	+ 17·5	+ 61·7	136·7	107·7	+ 29·0	+10·6	+10·0	21·0	14·5	+ 6·6	+ 28·1	+ 71·7	157·7	122·1	+ 35·6
Preference shares	— 11·5	— 6·7	3·8	11·3	— 7·5	+ 2·9	+ 1·3	5·2	1·5	+ 3·6	— 8·5	— 5·4	9·0	12·9	— 3·8
Debentures, etc.	+ 37·0	+ 50·2	81·2	27·2	+ 54·0	— 0·3	+ 0·1	3·2	3·3	— 0·1	+ 36·7	+ 50·2	84·3	30·4	+ 53·9
Mortgages and loans:															
Home – House purchase loans	+ 6·5	+ 14·1	49·7	25·0	+ 24·7	+ 0·6	—	2·1	1·1	+ 1·0	+ 7·1	+ 14·2	51·8	26·2	+ 25·6
Other mortgages and loans	+ 10·3	+ 12·7	32·1	19·3	+ 12·8	— 0·2	— 0·8	0·4	1·2	— 0·8	+ 10·1	+ 11·9	32·6	20·6	+ 12·0
Overseas	+ 0·3	+ 0·4	0·9	0·3	+ 0·6	—	—	0·1	0·1	— 0·1	+ 0·3	+ 0·4	1·0	0·5	+ 0·5
Overseas, government, etc., securities	— 1·2	+ 1·8	2·3	7·6	— 5·3	+ 0·2	+ 0·6	1·7	1·5	+ 0·2	— 1·0	+ 2·4	3·9	9·0	— 5·1
Land, property and ground rents	+ 24·1	+ 24·6	35·8	2·8	+ 33·0	+ 1·5	+ 1·0	1·6	0·2	+ 1·4	+ 25·6	+ 25·6	37·4	3·0	+ 34·4
Other investments	+ 0·4	+ 0·2	0·3	0·1	+ 0·2	— 0·1	+ 0·1	0·2	0·3	— 0·1	+ 0·3	+ 0·2	0·5	0·4	+ 0·1
Total of other investments	+ 83·4	+158·9	342·8	201·4	+141·4	+15·2	+12·3	35·5	23·8	+11·8	+ 98·8	+171·2	378·3	225·1	+153·2
Total of investments	+137·7	+202·8	712·9	519·7	+193·2	+13·9	+ 9·9	74·1	62·6	+11·4	+151·4	+212·7	786·9	582·3	+204·6
			BALANCES					BALANCES					BALANCES		
			June 30, 1968	Sept. 30, 1968				June 30, 1968	Sept. 30, 1968				June 30, 1968	Sept. 30, 1968	
Cash and other short-term assets:															
Cash in hand and with UK banks	+ 8·3	— 31·3	21·4	24·8	+ 3·4	+ 5·1	— 9·2	39·0	55·8	+16·8	+ 13·4	— 40·5	60·4	80·6	+ 20·2
UK local authority bills and temporary money	+ 12·9	+ 14·7	37·3	25·2	— 12·1	+ 0·8	+ 1·0	14·8	9·8	— 5·1	+ 13·6	+ 15·1	52·1	35·0	— 17·1
Other short-term assets	+ 5·0	— 11·1	11·1	9·7	— 1·4	+ 0·3	— 2·5	20·8	22·5	+ 1·7	+ 5·4	— 13·6	31·8	32·1	+ 0·3
Total cash and other short-term assets	+ 26·2	— 27·7	69·7	59·7	— 10·0	+ 6·2	—10·8	74·5	88·0	+13·5	+ 32·4	— 38·5	144·3	147·7	+ 3·4
Total net investment	+163·9	+175·1			+183·2	+20·1	— 0·9			+24·9	+183·8	+174·2			+208·0

— = nil or less than £·05 million.
(1) Includes Commonwealth life funds in respect of their United Kingdom business in 1968.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for November 1968

IN NOVEMBER the import unit value index remained at the October level of 123 (1961=100). The export unit value index rose fractionally and at 126 was one point higher in rounded terms than in the months of June to October. The terms of trade index was slightly higher, the rounded figure rising a point to 103.

While the import unit value indices for basic materials and fuels remained unchanged from the October level, the index for food, beverages and tobacco rose (though not sufficiently to change the rounded figure), mainly due to increased unit values for cocoa, tea and fruit. This rise was offset by a fall in the manufactured goods index mainly due to lower unit values for non-ferrous metals and finished manufactures.

The small rise in November in the unit value index for exports reflected increases in unit values for both manufactured

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

(1961 = 100)

	IMPORTS					UNITED KINGDOM EXPORTS								
								Manufactured Goods						
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactures	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other	(1) TERMS OF TRADE
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights . .	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1962 . . .	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963 . . .	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964 . . .	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965 . . .	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966 . . .	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967 . . .	109	113	99	92	116	114	101	116	106	111	120	118	116	105
1966 1st quarter .	108	113	104	88	112	111	104	112	105	110	118	112	111	102
2nd quarter .	110	117	105	87	114	113	105	114	108	111	121	114	113	102
3rd quarter .	109	114	103	84	116	113	104	115	108	111	122	115	113	104
4th quarter .	109	114	102	83	116	113	102	115	106	111	119	116	115	104
1967 1st quarter .	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter .	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter .	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter .	113	116	98	104	122	116	101	118	108	111	122	120	117	103
1968 1st quarter .	120	120	104	108	134	121	105	123	111	113	129	124	126	101
2nd quarter .	121	120	108	108	135	123	107	126	113	115	133	127	128	102
3rd quarter .	122	120	109	107	136	125	107	128	115	116	132	132	129	103
1967 January .	109	115	101	83	116	114	102	116	105	111	120	117	116	105
February .	109	115	99	82	117	114	101	115	107	112	118	117	116	105
March . .	108	114	100	81	115	114	102	115	107	112	118	117	116	105
April . .	108	115	100	81	114	114	100	116	106	111	118	117	116	105
May . .	107	115	99	81	113	114	101	116	106	113	118	118	116	106
June . .	106	113	98	81	114	114	102	116	105	114	119	118	115	107
July . .	107	111	97	91	114	114	101	116	106	112	120	119	114	107
August . .	108	110	97	104	115	115	101	117	107	110	119	119	116	106
September .	109	112	97	105	115	115	101	117	107	111	120	120	116	106
October .	110	114	97	102	117	116	101	118	109	111	121	120	116	105
November .	112	116	98	102	119	116	101	118	109	111	121	120	116	104
December .	117	118	100	107	129	116	101	119	107	110	123	121	118	100
1968 January .	119	120	102	107	132	120	103	122	109	112	128	124	125	101
February .	120	120	104	108	134	121	106	123	113	113	129	124	126	101
March . .	121	120	105	108	137	121	106	124	113	114	131	124	127	100
April . .	122	120	107	108	137	122	107	124	113	114	132	125	128	100
May . .	121	120	108	108	134	122	107	125	113	114	133	126	127	101
June . .	121	120	109	108	133	125	105	128	113	116	132	132	129	104
July . .	122	120	109	108	135	125	107	128	115	116	132	132	129	103
August . .	122	120	109	107	136	125	107	128	115	116	132	132	129	103
September .	123	121	110	107	137	125	107	128	115	116	132	132	129	102
October .	123	122	110	106	137	125	107	128	116	117	132	132	129	102
November .	123	122	110	106	136	126	108	129	116	117	131	132	129	103

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

goods and non-manufactures. Most of the rise was attributable to the machinery and transport equipment index. The metals index fell by one point.

The volume of imports, seasonally adjusted and including military aircraft, has been fairly steady in recent months. The strong upward trend in exports in 1968 is reflected in marked increases which have occurred in the volume indices of exports for chemicals, metals, and machinery and transport equipment.

Note:

This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Table 2. United Kingdom import and export volume index numbers (unadjusted)

(1961 = 100)

	Imports					United Kingdom Exports							
								Manufactured Goods					
	Total	Food, Beverages and Tobacco	Basic Materials	Fuels	Manufactured Goods	Total	Non-Manufactured	Total	Chemicals	Textiles	Metals	Machinery and Transport Eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	63	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	122	101	102	154	146	121	128	120	139	97	105	120	134
1967	132	104	101	166	168	119	131	118	148	94	108	112	136
1966 1st quarter	128	105	105	155	154	123	130	123	134	98	102	125	139
2nd quarter	123	98	98	151	152	116	121	116	131	91	100	118	123
3rd quarter	124	101	109	155	145	115	116	115	134	94	96	114	135
4th quarter	118	102	97	161	133	131	146	129	155	105	118	125	143
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	150	156	112	123	111	140	86	103	102	140
4th quarter	136	106	105	178	170	109	128	106	132	89	97	99	126
1968 1st quarter	149	116	109	171	198	135	142	135	168	105	118	132	153
2nd quarter	144	104	112	186	189	134	139	134	174	105	121	130	147
3rd quarter	143	102	114	175	191	132	154	130	165	108	115	119	167
1967 January	144	107	111	192	181	129	133	129	159	106	114	127	140
February	122	103	85	172	146	126	147	125	156	99	109	122	140
March	135	108	99	177	173	128	124	128	150	98	116	125	149
April	132	102	94	171	175	125	129	126	164	96	114	122	140
May	136	108	104	179	169	132	139	131	163	100	130	132	124
June	137	111	106	137	184	125	138	124	161	98	113	118	144
July	122	100	102	108	159	122	130	122	145	92	114	118	141
August	130	101	114	160	160	108	108	109	132	85	96	100	143
September	125	99	97	181	149	106	131	103	143	82	100	88	136
October	129	91	94	200	164	95	111	93	110	75	84	83	130
November	144	117	113	178	180	106	135	102	122	90	94	93	127
December	133	109	108	155	165	126	139	123	165	101	112	121	121
1968 January	157	125	118	179	201	131	154	129	157	100	112	129	140
February	143	109	107	165	191	136	135	138	164	109	120	135	160
March	148	114	103	170	201	137	136	139	181	108	124	133	158
April	143	104	111	188	185	131	123	134	170	101	122	128	154
May	159	116	121	199	211	136	136	137	177	110	123	139	130
June	129	91	103	169	171	133	156	131	176	103	119	122	157
July	154	108	120	191	209	139	149	139	163	113	123	136	159
August	143	100	118	171	191	129	157	126	155	102	115	111	176
September	132	96	103	163	175	129	157	125	175	107	106	111	164
October	156	119	116	196	206	135	157	133	159	112	115	122	177
November	149	111	106	162	209	158	184	155	183	126	143	146	189

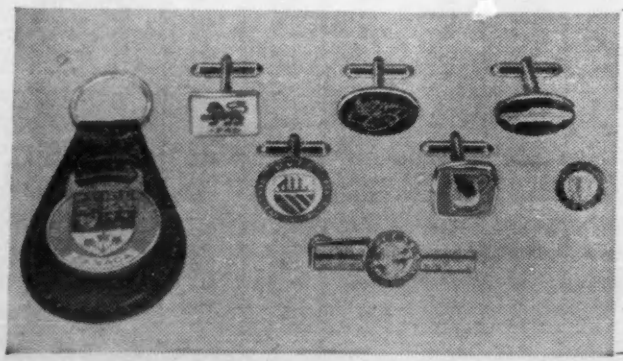
(Continued on next page)

UNIT VALUE AND VOLUME INDEX NUMBERS, *continued*

Table 3. United Kingdom import and export volume index numb ers (seasonally adjusted)

(1961 = 100)

	Imports							United Kingdom Exports							
						Manufactured Goods				Manufactured Goods					
	Total	Total excl. US military aircraft, etc.	Food, Bev-erages and Tobacco	Basic Mat-erials	Fuels	Total	Excl. US military aircraft, etc.	Total	Non-Manu-fac-tures	Total	Chemi-cals	Tex-tiles	Metals	Mach-inery and Trans-port Eqpt.	Other
Section or Division			*0 and 1*	*2 and 4*	*3*	*5 to 8*			*0 to 4*	*5 to 8*	*5*	*65*	*67 to 69*	*7*	
Weights	*1,000*		*327*	*222*	*106*	*337*		*1,000*	*125*	*843*	*86*	*65*	*123*	*428*	*141*
1966 1st quarter	*126*		*104*	*105*	*148*	*151*		*120*	*131*	*119*	*131*	*96*	*102*	*118*	*138*
2nd quarter	*121*		*99*	*99*	*146*	*147*		*114*	*124*	*112*	*130*	*93*	*98*	*112*	*123*
3rd quarter	*126*		*103*	*108*	*157*	*149*		*123*	*123*	*123*	*141*	*98*	*104*	*124*	*136*
4th quarter	*118*	*118*	*98*	*96*	*162*	*138*	*138*	*127*	*134*	*127*	*153*	*100*	*113*	*126*	*140*
1967 1st quarter	*132*	*132*	*105*	*97*	*172*	*165*	*164*	*129*	*141*	*127*	*157*	*102*	*116*	*124*	*146*
2nd quarter	*134*	*133*	*108*	*102*	*158*	*170*	*167*	*122*	*135*	*122*	*156*	*98*	*113*	*116*	*135*
3rd quarter	*128*	*127*	*102*	*102*	*153*	*159*	*157*	*121*	*131*	*119*	*146*	*91*	*112*	*112*	*142*
4th quarter	*135*	*134*	*102*	*105*	*181*	*175*	*172*	*104*	*117*	*105*	*134*	*84*	*91*	*99*	*123*
1968 1st quarter	*146*	*144*	*113*	*109*	*165*	*190*	*186*	*135*	*146*	*134*	*167*	*105*	*120*	*130*	*152*
2nd quarter	*142*	*141*	*105*	*112*	*178*	*183*	*178*	*130*	*139*	*129*	*167*	*104*	*115*	*123*	*146*
3rd quarter	*147*	*144*	*105*	*112*	*180*	*196*	*189*	*139*	*162*	*138*	*171*	*112*	*123*	*130*	*165*
1967 January	*139*	*139*	*103*	*102*	*181*	*172*	*172*	*138*	*149*	*136*	*170*	*113*	*123*	*134*	*152*
February	*131*	*131*	*112*	*93*	*175*	*162*	*162*	*129*	*152*	*127*	*163*	*102*	*115*	*123*	*143*
March	*128*	*127*	*101*	*96*	*160*	*160*	*159*	*120*	*122*	*119*	*140*	*91*	*111*	*113*	*142*
April	*139*	*137*	*109*	*101*	*170*	*177*	*173*	*125*	*136*	*124*	*162*	*96*	*113*	*119*	*139*
May	*133*	*132*	*108*	*106*	*166*	*164*	*160*	*124*	*136*	*122*	*151*	*98*	*120*	*119*	*130*
June	*131*	*130*	*107*	*99*	*136*	*169*	*167*	*118*	*135*	*118*	*154*	*99*	*108*	*110*	*136*
July	*125*	*124*	*103*	*101*	*114*	*159*	*156*	*127*	*144*	*124*	*151*	*94*	*117*	*120*	*138*
August	*128*	*127*	*101*	*103*	*153*	*163*	*160*	*119*	*120*	*120*	*144*	*92*	*111*	*115*	*145*
September	*130*	*129*	*102*	*100*	*191*	*157*	*154*	*118*	*129*	*112*	*144*	*86*	*108*	*101*	*142*
October	*130*	*129*	*89*	*96*	*203*	*164*	*161*	*94*	*107*	*94*	*108*	*73*	*82*	*86*	*123*
November	*137*	*136*	*104*	*110*	*177*	*174*	*170*	*95*	*113*	*94*	*114*	*80*	*83*	*89*	*114*
December	*138*	*137*	*114*	*109*	*163*	*189*	*185*	*123*	*130*	*126*	*182*	*98*	*108*	*121*	*132*
1968 January	*141*	*140*	*111*	*103*	*164*	*180*	*177*	*137*	*166*	*135*	*164*	*107*	*119*	*133*	*151*
February	*150*	*148*	*112*	*115*	*168*	*201*	*195*	*136*	*136*	*135*	*163*	*108*	*122*	*131*	*156*
March	*146*	*145*	*116*	*108*	*164*	*190*	*187*	*131*	*136*	*131*	*173*	*101*	*119*	*124*	*150*
April	*144*	*143*	*108*	*115*	*174*	*182*	*179*	*130*	*130*	*131*	*164*	*102*	*118*	*126*	*154*
May	*146*	*143*	*109*	*113*	*170*	*192*	*184*	*129*	*134*	*129*	*167*	*106*	*112*	*127*	*137*
June	*137*	*135*	*100*	*108*	*190*	*176*	*171*	*129*	*153*	*127*	*170*	*104*	*116*	*117*	*149*
July	*148*	*147*	*108*	*112*	*187*	*195*	*190*	*134*	*152*	*134*	*163*	*110*	*120*	*131*	*150*
August	*147*	*143*	*105*	*111*	*178*	*199*	*188*	*141*	*177*	*139*	*171*	*112*	*130*	*126*	*177*
September	*145*	*143*	*103*	*113*	*176*	*194*	*188*	*143*	*156*	*140*	*181*	*116*	*120*	*132*	*170*
October	*147*	*145*	*108*	*112*	*189*	*192*	*189*	*137*	*152*	*136*	*160*	*113*	*117*	*129*	*171*
November	*151*	*143*	*104*	*109*	*175*	*214*	*191*	*146*	*158*	*145*	*173*	*115*	*128*	*140*	*174*



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National Food Survey: household food consumption in the third quarter of 1968

A SUMMARY of the results of the National Food Survey for the third quarter of 1968 is given in the table below. In this quarter average household expenditure on food bought for consumption in the home, excluding sweets and soft drinks, was estimated to be 38s. 3d. per person per week, 1d. less than in the previous quarter, mainly because of seasonally lower prices for fresh fruit and fresh vegetables. Compared with the third quarter of 1967, average expenditure increased by 10d. (2.3 per cent) and food prices paid by housewives rose on average by 3 per cent.

Average consumption of liquid milk (including school milk) has declined slightly over the past three years and was estimated to be nearly 4.8 pints per person per week during the third quarter of 1968 compared with 4.9 pints a year previously. Expenditure on yoghurt and instant milk increased by about a third over the three-year period but amounted to only 1¼d. per person per week compared with 3s. 9d. on liquid milk. Consumption of natural cheese was maintained at the record high average of 3.1 oz. per person per week reached in the previous quarter, and was 3 per cent above the level of a year previously; the average price paid by housewives eased by 1d. to 3s. 9d. per lb. Purchases of processed cheese fell slightly and averaged 0.33 oz. compared with 0.37 oz. a year previously. Average consumption of butter remained at 6.2 oz. per person per week (1 per cent more than a year before), but purchases of margarine fell from 2.8 oz. to 2.6 oz., the lowest level recorded for more than a quarter of a century. The average price paid by housewives for butter continued to be 1d. per lb. lower than in the previous year while that for margarine was nearly 1d. higher. Average consumption of eggs was only very slightly less than a year earlier, although the average price increased from 3s. 7d. per dozen to 4s. Purchases of sugar continued to be 7 per cent below the previous year's level, and there was the usual seasonal decline in consumption of preserves.

Average consumption of meat and meat products was well maintained at 38.5 oz. per person per week, but compared with a year previously there was a decrease of 4 per cent in average consumption of carcase meat and an increase in consumption of poultry and sausages. Over the year, average consumption of beef and veal declined from 7.9 oz. per person per week to 7.3 oz. (7 per cent) and that of mutton and lamb from 6.5 oz. to 6.1 oz. (5 per cent); these decreases were only partly offset by an increase of 14 per cent in consumption of pork to 2.3 oz. Household purchases of bacon and ham were 6 per cent lower at 6.1 oz. and those of sausages 8 per cent higher at 3.6 oz. Housewives paid an average of 3s. 5d. per lb. for uncooked poultry compared with 3s. 6d. a year previously, and pork was also slightly cheaper at 5s. 1d. per lb. compared with 5s. 2d.; the average for beef and veal, however, rose from 5s. 7d. to 6s. 3d., and that for mutton and lamb from 4s. 1d. to 4s. 5d. There were no significant changes in consumption of fish.

Both main crop and early potatoes were cheaper than in the corresponding period of 1967 (3½d. and 4d. per lb. respectively, compared with 4d. and 5½d.), but consumption averaged 48.4 oz. per person per week compared with 48.9 oz. Over the past few years the trend has tended to be very slightly downwards, but to offset this there has been some increase in household purchases of chips, crisps and other 'convenience' potato products. Average rose from 1.1 oz. per person per week to 1.4 oz. Consumption of consumption and prices of fresh green vegetables were at about the same level as in July-September 1967, but consumption of other fresh vegetables was about 7 per cent greater. Purchases of canned vegetables fell by 4 per cent but those of quick-frozen vegetables fresh fruit averaged 27.5 oz. per person per week compared with 25.2 oz. a year previously, the increase being principally due to greater supplies of stone fruit for which housewives paid an average price of 1s. 7d. per lb. compared with 2s. 3d. in the previous season. Consumption of canned fruit declined from 6.0 oz. to 5.4 oz.

Although purchases of bread increased seasonally, the average of 38.8 oz. per person per week for the third quarter was the lowest ever recorded in the survey for that time of the year; average prices were the same as in the previous quarter but about 8 per cent higher than a year before.

Household purchases of tea also fell to the lowest level ever recorded and averaged 2.5 oz. per person compared with 2.7 oz. in the third quarter of 1967. Over the same period purchases of instant coffee increased from 0.30 oz. to 0.35 oz. Average prices paid by housewives for tea and for instant coffee were both about 1 per cent lower.

Estimates of average household food consumption

oz. per person per week (a)

	Year 1966 (b)	Year 1967	July-Sept. 1967	Apr.-June 1968	July-Sept. 1968
Total Household Food Expenditure	35s. 11d.	36s. 11d.	37s. 5d.	38s. 4d.	38s. 3d.
Liquid milk (pints)	4·93	4·89	4·93	4·84	4·78
Other milk (eq. pints)	0·35	0·35	0·35	0·35	0·38
Cheese	3·11	3·35	3·40	3·48	3·45
Butter	6·09	6·19	6·14	6·23	6·21
Margarine	2·79	3·00	3·00	2·82	2·57
Lard and compound cooking fat	2·13	2·09	1·97	1·94	2·09
Eggs: purchases (number)	4·50	4·52	4·63	4·50	4·50
consumption (number)	4·77	4·72	4·79	4·79	4·74
Preserves	2·84	2·85	2·64	2·87	2·66
Sugar	17·05	17·21	17·38	15·88	16·25
Beef and veal	8·13	8·61	7·90	7·21	7·31
Mutton and lamb	6·28	6·06	6·49	5·90	6·14
Pork	2·76	2·29	2·03	2·53	2·31
Bacon and ham, uncooked	5·30	5·17	5·43	5·33	5·06
Bacon and ham, cooked (including canned)	0·95	0·96	1·11	0·95	1·08
Poultry and cooked chicken	4·06	4·01	4·21	4·96	5·17
Other cooked meat (not canned)	0·68	0·68	0·76	0·69	0·73
Other canned meat	2·02	2·24	2·34	2·36	2·43
Offals	1·44	1·39	1·26	1·26	1·24
Sausages, uncooked	3·59	3·50	3·35	3·72	3·63
Other meat products:					
Meat pies	0·75	0·69	0·80	0·76	0·82
Other	1·66	1·98	1·88	2·02	1·85
Fish, fresh and processed	4·18	4·17	4·21	3·99	4·03
Canned fish	0·87	0·88	1·01	0·93	0·98
Fish and fish products, quick-frozen	0·74	0·74	0·72	0·86	0·82
Fresh green vegetables	13·50	13·17	17·78	12·81	17·61
Other fresh vegetables	9·94	9·83	9·17	7·56	9·85
Quick-frozen vegetables	1·34	1·29	1·08	1·78	1·42
Canned peas	2·91	3·00	2·90	3·09	2·69
Canned beans	3·24	3·49	3·28	3·43	3·28
Potatoes: purchases	47·56	48·62	43·38	43·87	40·56
consumption	52·49	52·24	48·90	46·05	48·45
Citrus fruit	4·68	4·85	3·68	5·67	4·17
Bananas	3·58	3·37	3·73	3·49	3·60
Apples	7·33	6·40	5·53	5·85	5·77
Fresh tomatoes	3·98	4·06	6·41	4·42	5·99
All other fresh fruit	3·56	3·06	5·83	3·37	7·98
Canned fruit	5·55	5·65	6·02	6·39	5·42
Dried fruit, nuts and fruit and nut products	1·19	1·23	0·95	0·97	0·78
Flour	5·95	5·79	5·68	5·32	4·69
White bread	32·57	33·84	34 73	31 80	32·68
Brown, wholewheat and wholemeal bread	3·41	3·38	3·28	3·25	3·12
Other bread	2·66	2·80	2·81	2·95	2·97
Buns, scones and teacakes	1·60	1·43	1·20	1·31	1·13
Cakes and pastries	4·86	4·61	4·72	4·57	4·91
Chocolate biscuits	0·94	1·08	1·04	1·02	1·02
Other biscuits	4·66	4·79	4·97	5·05	4·72
Breakfast cereals	2·25	2·35	2·67	2·47	2·55
Oatmeal and oat products	0·67	0·67	0·44	0·41	0·44
Canned milk puddings	1·45	1·52	1·38	1·54	1·60
Tea	2·64	2·70	2·67	2·59	2·50
Instant coffee	0·29	0·30	0·30	0·34	0·35
Canned soups	3·10	3·10	2·47	2·37	2·37
Pickles and sauces	1·24	1·30	1·27	1·44	1·19

(a) Except where otherwise stated.
(b) Revised figures.

Source: Ministry of Agriculture, Fisheries and Food.

Retail sales in November

IN THE THREE MONTHS ended November the volume of retail sales was, after allowing for seasonal influences, about 1 per cent higher than in the immediately preceding period of three months, much the same rate of increase as had been recorded in recent three months comparisons. It was, however, the continued rise in the volume of sales of food shops which contributed towards this latest increase. In the three months September to November the volume of their sales, after seasonal adjustment, was 3 per cent higher than in the three months June to August; in contrast the sales of non-food shops showed a fall of over 1 per cent between the same periods.

The seasonally adjusted index of the sales of food shops has been moving upwards in the last few months. In September and October the index was 103 and in November 106 as compared with an average level of about 101 in the earlier months of the year. Some part of these increases was due to the increased share of sales of cigarettes and tobacco which has been obtained by grocery shops, particularly those of co-operative societies and of multiple grocers, since the abandonment of resale price maintenance. These increases in sales were largely balanced by decreases in the sales of tobacco by other retailers, and should not therefore have led to an increase in total retail sales except to the extent that some stocking-up by consumers took place and that sales were taken from other outlets, for example, canteens, restaurants and public houses. The very high November figure also reflected the heavy sales of alcoholic drink and tobacco by grocers and off-licences which took place at the end of the November period, on Saturday the 23rd, immediately following the announcement of the 10 per cent surcharge on duties.

The seasonally adjusted index of the volume of sales of non-food shops was 106 in November compared with 102 in September and October. Much of the apparent increase in November occurred in the sales of clothing and footwear shops (which tend to show erratic month-to-month movements) with little change in the sales of durable goods shops. In the case of the latter a fall in instalment credit sales following the tightening of the hire-purchase controls on November 1 was balanced by extra cash sales, some of which may have occurred after the announcement of the 10 per cent surcharge on purchase tax rates.

The seasonally adjusted index of the volume of total retail sales which had averaged 103 in the preceding four months rose sharply to 106 in November. Some part of this large month-to-month movement was due, as explained above, to increased sales at the end of the month following the announcement of the 10 per cent surcharge.

VALUE OF SALES

Food shops

The value of the sales of food shops continued to grow in November, partly because of the continued buoyancy in the sales of tobacco in these shops and partly because of the sales of alcoholic drink, which were given a particular impetus in the last day of the November trading period. This is reflected in the 22 per cent increase in the sales of off-licence shops between November 1967 and November 1968; part of the 8 per cent increase in the sales of grocery shops in this period may also have been due to the exceptional sales of alcoholic drink at this time.

Clothing and footwear shops

The seasonally adjusted index of the value of the sales of clothing and footwear shops in the three months ended November was 107 (1966=100), marginally higher than in the first half of the year. The index of sales in November itself was 113, considerably higher than in the preceding two months, and 7 per cent higher than in November 1967. Prices are estimated to have risen by 2 per cent over the year.

Women's wear shops, with a sales increase of 6 per cent between November 1967 and 1968, were responsible for more than half the increase in the sales of clothing and footwear shops, but footwear shops recorded an increase of 10 per cent over the same period, and men's wear shops an increase of 5 per cent. Weather may have played some part in bringing about these increases: there was a period of cold weather in November which brought thoughts of winter to a public previously lulled into complacency by the very mild weather in October, whereas in November 1967 a blizzard combined with transport difficulties had kept some customers out of the shops.

Durable goods shops

Sales of durable goods shops in November, by value and seasonally adjusted, were not significantly different from sales in the third quarter. Sales in November 1968 were 3 per cent higher than a year earlier; prices in this period are estimated to have increased by 5 per cent.

The 12 per cent increase in the sales of electricity showrooms in November was not as big as the increases recorded in September and October compared with a year earlier. The sales of gas showrooms in November 1968 were somewhat lower than in November 1967.

Other non-food shops

Department stores, reflecting the general trend in the value of sales of clothing and footwear shops, recorded an increase of 7 per cent between November 1967 and 1968, much in line with the increases recorded in the previous seven months of the year. Mail order business turnover increased by 11 per cent between November 1967 and 1968; this high figure owes something to the dullness in sales in November 1967.

The turnover of confectioners and tobacconists in November still appeared to have been affected by the indirect effects of the abandonment of resale price maintenance, since the increase on November 1967 was only 3 per cent, compared with larger increases earlier in the year. Because there have been price rises, the actual quantity of goods sold in these shops has fallen over the period.

Most other miscellaneous non-food kinds of business showed much the same change between November 1967 and 1968 as had been recorded earlier this year.

Robert Hough

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Table 1. Volume of retail sales seasonally adjusted (*)

Index numbers of sales per week (average 1966 prices) (a) 1966 = 100

	All kinds of business	Food shops	Non-food shops
1967 1st quarter	100	100	101
2nd quarter	100	100	100
3rd quarter	102	102	102
4th quarter	104	103	104
1968 1st quarter	106	101	110
2nd quarter	102	101	102
3rd quarter	103	102	103
1968 3 months – June to August	103	101	104
3 months – September to November	104	104	103
Percentage change	+1	+3	—1
1968 January	104	100	108
February	105	101	110
March	107	102	112
April	102	102	103
May	100	101	100
June	103	101	104
July	102	101	103
August	104	102	106
September	102	103	102
October	103	103	102
November	106	106	106

Table 2. Value of retail sales seasonally adjusted (*)

Index number of value of sales per week (current prices) (a)

	All kinds of business	Food shops	Non-food shops			
			Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (†)
1967 1st quarter	102	102	102	103	100	103
2nd quarter	101	102	101	99	101	101
3rd quarter	103	103	103	102	105	103
4th quarter	106	106	106	104	110	106
1968 1st quarter	109	106	113	108	124	111
2nd quarter	107	106	108	104	106	110
3rd quarter	109	108	109	108	110	110
1968 3 months – June to August	109	107	110	108	109	111
3 months – September to November	110	111	109	107	111	110
Percentage change	+1	+4	—1	—1	+2	—1
1968 January	108	104	111	108	119	108
February	109	105	113	107	122	111
March	111	106	115	109	128	113
April	107	107	108	106	105	109
May	106	106	105	101	105	108
June	108	106	109	105	106	111
July	108	106	109	106‡	110	109
August	110	108	112	112	112	114
September	109	110	108	106	109	108
October	109	111	108	102	113	111
November	112	113	112	113	112	112

(*) All the series in this table are seasonally adjusted independently of each other. As was mentioned in the article in the *Board of Trade Journal* of July 6, 1962, this occasionally results in inconsistencies between totals and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment. In a similar way differences between the seasonally adjusted series of value and volume for the same broad group may be due to inconsistencies in the method of seasonal adjustment and should not be taken as wholly attributable to price changes.

(†) Including department stores and mail order businesses.

(‡) Revised figures.

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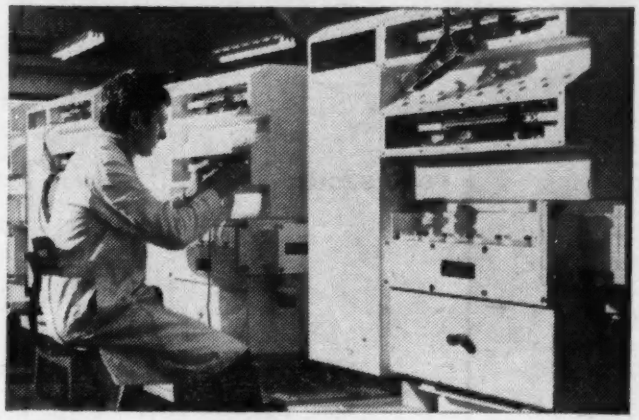

A batch of consoles forming part of a remote control and conveyor monitoring system for the Spanish potash mining industry in production at the Ilkeston, Derbyshire, factory of Winster Products (Mining) Ltd. Using this system, the console operator can exercise complete control and supervision of movement with closed circuit television as an optional aid. Standard features include remote sensing and transducer devices to monitor and detect smoke, also giving warning of such hazards as hot bearings, excessive spillage, blocked chute, belt slip and mis-alignment. The system is now being supplied to Chinese, American, South African, Russian, Canadian and other mineral winning concerns.

Table 3. Value of retail sales (not seasonally adjusted) – analysis by form of organization

November – Index numbers of values of sales per week (current prices) and percentage changes on a year earlier (a).

Figures for earlier periods appeared in the *Board of Trade Journals* of April 5 and August 9, 1968. 1966 = 100

	Total all retailers	Independent retailers	Multiple retailers	Co-operative societies
	%	%	%	%
ALL KINDS OF BUSINESS	118 + 7	110 + 4	128 + 9	109 + 5
FOOD SHOPS	113 + 7	106 + 4	129 +13	107 + 6
Grocers	116 + 8 (j)	106 + 3	135 +14	109 + 8 (j)
Butchers	110 + 6	..	..	..
Greengrocers, fruiterers	88 — 1	88 — 1	97 + 9	79 — 5
Fishmongers, poulterers	102 + 2	..	..	..
Bread and flour confectioners	114 + 6(g)	113 + 5	115 + 7	..
Off-licences	136 +22	130 +15	141 +28	..
Dairymen	113 + 5	..	..	107 + 3
NON-FOOD SHOPS	122 + 6	..	..	..
Clothing and footwear shops	120 + 7	113 + 5	127 + 8	118 + 3
Footwear shops	122 +10	120 +11	124 +11	120 + 7
Men's and boys' wear shops	114 + 5	105 + 4	121 + 6	112 + 1
Women's, girls' and infants' wear, drapery and general clothing shops	121 + 6	114 + 5	130 + 8	118 + 3
Large (c)	—	122 + 7	—	—
Medium (c)	—	117 + 6	—	—
Small (c)	—	109 + 3	—	—
Durable goods shops	126 + 3	120 + 4	135 + 2	119 Nil
Furniture shops	118 + 1	118 + 2	118 — 2	—
Large (c)	—	118 + 4	—	—
Medium and small (c)	—	118 + 1	—	—
Other durable goods shops	133 + 5	123 + 8	141 + 3	—
Electricity showrooms	160 +12	—	160 +12	—
Gas showrooms	134 — 2	—	134 — 2	—
Radio and television rental specialists	..	..	131 + 6	—
Radio and electrical goods shops (including radio and cycle shops and perambulator shops) (e)	130 + 5	—	—	—
Miscellaneous non-food shops (b)	114 + 6	..	..	..
Confectioners, tobacconists, newsagents	109 + 3	109 + 4	111 + 1	—
Booksellers, stationers	..	136 + 8	..	—
Chemists, photographic goods dealers (d)	109 + 7	99 + 7	122 + 7	105 + 2
Jewellers	119 + 7	117 + 5	1[illegible]13	—
Leather goods, sports goods, toys and fancy goods shops	114 + 9	..	..	—
Ironmongers and hardware shops	113 + 6	113 + 6	120 + 1	—
Other miscellaneous non-food shops	—	105 + 5	—	—
Department stores	131 + 7	—	—	—
Mail order businesses	163 +11	—	—	—

(Continued on next page)

RETAIL SALES, *continued*

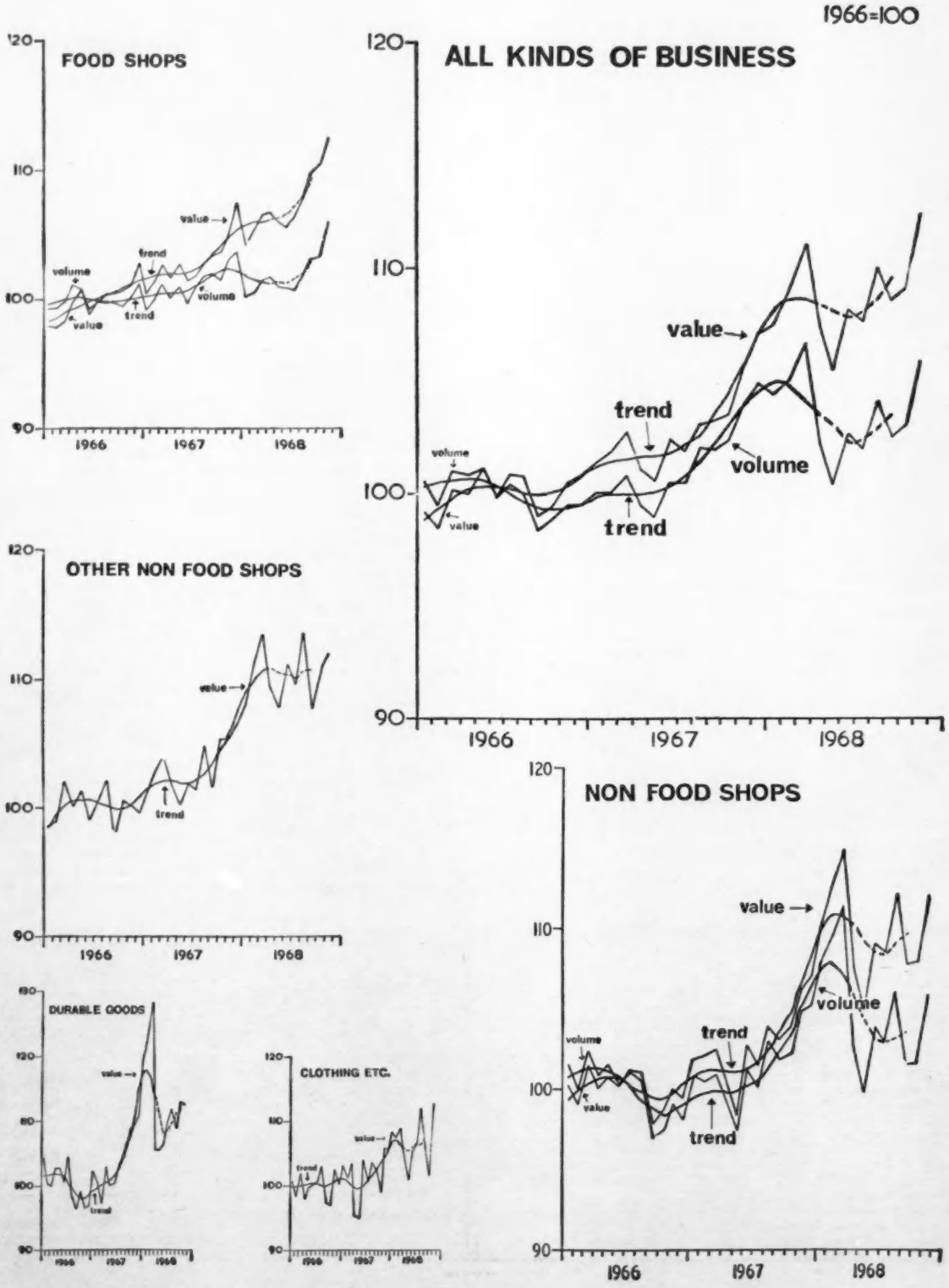

Table 4. Index numbers of sales per week (not seasonally adjusted) and percentage changes on a year earlier (a)

(i) Analysis by broad groups: value and volume.

1966 = 100

Sales in 1966 – provisional estimates (£ million)	All kinds of business (£11,372)		Food shops (£4,952)		Non-food shops: Total (£6,420)		Clothing and footwear shops (£1,727)	Durable goods shops (£1,176)	Miscellaneous non-food shops (b) (£2,542)	Department stores (£544)	Mail order businesses (£431)
	Value	Volume*	Value	Volume*	Value	Volume*					
1967 Year	103 + 3	101 + 1	103 + 3	101 + 1	103 + 3	102 + 2	102 + 2	104 + 4	103 + 3	104 + 4	106 + 6
1966 1st quarter	92	93	96	98	88	89	83	96	88	87	88
2nd quarter	97	97	99	99	96	96	98	95	95	92	96
3rd quarter	97	97	98	98	96	96	95	97	99	95	87
4th quarter	114	113	106	106	120	118	124	112	118	125	129
1967 1st quarter	94 + 3	93 Nil	100 + 4	99 + 1	90 + 2	88 — 1	84 + 2	94 — 2	91 + 3	88 + 1	93 + 5
2nd quarter	98 + 1	97 — 1	101 + 2	99 Nil	96 Nil	95 — 2	97 — 1	94 — 1	96 + 1	93 Nil	101 + 6
3rd quarter	100 + 3	98 + 2	100 + 2	99 + 2	99 + 3	98 + 2	97 + 2	102 + 5	101 + 2	99 + 4	91 + 4
4th quarter	120 + 5	118 + 4	111 + 4	108 + 2	127 + 6	125 + 6	129 + 4	125 +12	123 + 5	135 + 8	140 + 8
1968 1st quarter	101 + 7	98 + 5	103 + 4	99 + 1	99 +10	97 + 9	89 + 6	116 +24	97 + 7	100 +14	102 +10
2nd quarter	104 + 6	99 + 2	106 + 4	100 + 1	103 + 7	98 + 3	104 + 6	99 + 5	104 + 9	99 + 7	109 + 8
3rd quarter	106 + 6	100 + 1	105 + 5	100 Nil	106 + 7	100 + 2	102 + 6	108 + 6	109 + 8	107 + 8	95 + 5
1968 September	105 + 5	99 + 1	105 + 6	99 + 1	105 + 5	99 Nil	101 + 4	107 + 3	107 + 7	104 + 5	104 + 3
October	110 + 5	104 + 1	108 + 7	103 + 2	112 + 5	106 Nil	106 + 3	121 + 4	107 + 5	116 + 7	143 + 7
November	118 + 7	111 + 2	113 + 7	107 + 3	122 + 6	115 + 1	120 + 7	126 + 3	114 + 6	131 + 7	163 +11
1968 Year to date†	+ 6	+ 3	+ 5	+ 1	+ 8	+ 4	+ 6	+10	+ 7	+ 9	+ 8

(ii) Analysis by kind of business: value only.

Sales in 1966 – provisional estimates (£ million)	Food shops: Grocers (f) (£2,919)	Butchers (£724)	Greengrocers, fruiterers (£312)	Fishmongers, poulterers (£82)	Bread and flour confectioners(g) (£254)	Off-licences (£217)	Dairymen (£444)	Clothing and footwear shops: Footwear shops (£268)	Men's and boys' wear shops (£326)	Women's wear shops (£1,097)
1967 Year	103 + 3	101 + 1	101 + 1	99 — 1	104 + 4	106 + 6	104 + 4	102 + 2	100 Nil	102 + 2
1966 1st quarter	96	101	92	98	97	81	99	79	87	82
2nd quarter	99	96	113	102	99	83	100	105	99	97
3rd quarter	98	96	102	97	100	87	99	97	95	95
4th quarter	106	107	93	103	104	149	102	119	119	127
1967 1st quarter	100 + 4	102 + 2	96 + 4	100 + 2	100 + 4	87 + 7	102 + 3	81 + 3	87 Nil	84 + 2
2nd quarter	101 + 2	98 + 2	111 — 2	99 — 3	103 + 3	87 + 4	105 + 5	102 — 3	97 — 3	97 Nil
3rd quarter	101 + 3	96 — 1	103 + 1	94 — 3	104 + 4	91 + 6	104 + 5	99 + 3	97 + 2	96 + 2
4th quarter	111 + 4	110 + 3	93 Nil	103 Nil	110 + 6	157 + 5	108 + 5	125 + 5	121 + 2	132 + 4
1968 1st quarter	104 + 4	106 + 3	93 — 3	99 — 1	105 + 5	97 +11	108 + 6	84 + 3	93 + 6	89 + 6
2nd quarter	107 + 5	101 + 3	107 — 3	100 + 1	111 + 8	92 + 6	107 + 2	106 + 4	102 + 5	104 + 7
3th quarter	107 + 6	100 + 5	102 Nil	95 + 1	111 + 7	100 + 9	109 + 5	103 + 3	102 + 5	102 + 6
1968 September	107 + 7	102 + 5	91 + 2	93 + 2	111 + 7	100 + 9	109 + 5	106 + 3	97 + 5	101 + 3
October	111 + 8	107 + 6	87 + 2	101 + 2	112 + 5	106 + 6	111 + 5	111 + 3	94 + 1	109 + 3
November	116 + 8	110 + 6	88 — 1	102 + 2	114 + 6	136 +22	113 + 5	122 +10	114 + 5	121 + 6
1968 Year to date†	+ 5	+ 4	— 2	+ 1	+ 6	+10	+ 5	+ 4	+ 5	+ 6

Sales in 1966 – provisional estimates (£ million)	Durable goods shops: Furniture shops (£486)	Electricity showrooms (£65)	Gas showrooms (£92)	Radio and television rental specialists§ (£109)	Radio and electrical goods, etc., shops (e) (£333)	Miscellaneous non-food shops: Confectioners, tobacconists, newsagents (£1,030)	Booksellers, stationers‡ (£79)	Chemists photographic goods dealers (d) (£350)	Jewellers (£116)	Leather goods, sports goods, toys and fancy goods shops (£123)	Ironmongers and hardware shops (£298)	Other miscellaneous non-food shops (h) (£100)
1967 Year	100 Nil	116 +16	108 + 8	109 + 9	108 + 8	103 + 3	105 + 5	103 + 3	104 + 4	102 + 2	102 + 2	103 + 3
1966 1st quarter	94	91	95	106	97	94	93	86	78	70	93	95
2nd quarter	99	95	94	98	89	96	84	96	83	84	99	104
3rd quarter	99	98	101	98	94	101	91	102	96	103	98	93
4th quarter	109	115	110	99	120	109	132	117	142	143	110	107
1967 1st quarter	89 — 5	99 + 8	98 + 4	110 + 5	96 Nil	97 + 4	97 + 4	87 + 1	79 + 1	72 + 3	95 + 2	98 + 2
2nd quarter	93 — 6	104 +10	99 + 5	103 + 6	91 + 2	98 + 1	88 + 5	96 + 1	83 + 1	83 — 2	99 Nil	105 + 1
3rd quarter	98 — 1	116 +19	111 +10	107 +10	104 +10	103 + 2	96 + 5	105 + 3	97 + 1	103 + 1	101 + 2	96 + 3
4th quarter	118 + 9	143 +24	124 +13	115 +16	140 +17	114 + 4	137 + 4	123 + 5	158 +11	151 + 5	116 + 5	113 + 6
1968 1st quarter	106 +19	154 +56	128 +31	127 +15	122 +27	100 + 3	105 + 8	95 + 9	102 +38	76 + 6	101 + 7	104 + 6
2nd quarter	99 + 6	110 + 6	101 + 3	109 + 6	99 + 6	106 + 3	93 + 6	104 + 8	92 +11	90 + 9	107 + 9	113 + 8
3rd quarter	101 + 3	137 +18	112 + 1	119 +11	111 + 6	111 + 8	105 +10	113 + 7	106 + 9	111 + 8	106 + 5	100 + 4
1968 September	97 — 1	148 +24	123 + 3	117 + 8	110 + 3	110 + 8	107 + 7	106 + 6	105 + 6	113 + 7	104 + 4	100 + 1
October	113 + 2	169 +24	128 — 6	127 +13	125 + 3	104 + 3	112 + 6	104 + 9	105 +10	98 + 6	109 + 4	102 Nil
November	118 + 1	160 —12	134 — 2	131 + 6	130 + 5	109 + 3	136 + 8	109 + 7	119 + 7	114 + 9	113 + 6	105 + 5
1968 Year to date†	+ 7	+24	+ 8	+10	+11	+ 6	+ 8	+ 8	+14	+ 7	+ 7	+ 5

* Average 1966 prices. ‡Independent retailers only. †January-November. §Multiple retailers only.

Footnotes to Tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by November 1968 sales was the four weeks from October 27, 1968 to November 23, 1968, the corresponding period in 1967 was from October 29, 1967 to November 25, 1967. As the figures are based on the values of sales they are affected by price movements, including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1961 turnover groupings. Large denotes shops with sales of £100,000 and over in 1961. Medium denotes shops with sales of £25,000 and under £100,000 in 1961. Small denotes shops with sales of under £25,000 in 1961.

(d) These index figures do not reflect chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and/or electrical goods shops, radio and cycle shops, cycle shops and perambulator shops, but not multiple rental specialists.

(f) Including bakery departments of co-operative societies.

(g) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.

(h) Figures cover sales by florists, nurserymen and garden seedsmen, pet and pet food shops, pawnbrokers, general second-hand dealers and certain other miscellaneous non-food shops.

Hire purchase and other instalment credit business in November

THERE WERE FALLS, between October and November, after allowing for seasonal factors, in new credit extended by finance houses and in the instalment credit sales of durable goods shops. These falls followed the tightening of the hire purchase controls at the beginning of November. Debt, however, on a seasonally adjusted basis continued to rise slightly, the increase being a little smaller than in each of the two preceding months. Since the monthly figures are subject to random irregularities the figures for November itself cannot yet provide any very certain guide to the underlying trend of business since the tightening of the restrictions.

Finance houses

In November new credit extended by finance houses was 24 per cent lower than in November 1967, a decrease which compares with falls on a year earlier of 13 per cent in October and 12 per cent in the third quarter. The large decrease between 1967 and November 1968 partly reflects the high levels of business recorded in November 1967 and partly the tighter controls introduced in November last year. Credit extended for new cars was 42 per cent lower and for used cars 36 per cent lower than in November 1967; for commercial motor vehicles there was a small increase.

Debt owed to finance houses at the end of November was £781 million an increase of £26 million compared with a year earlier and a little lower than at the end of November 1966.

Durable goods shops and department stores

The fall of 6 per cent between November 1967 and November 1968 in the sales of durable goods shops included a larger fall (13 per cent) in the sales of furniture shops and a smaller fall (2 per cent) in the sales of other durable goods shops. Thus, as compared with 1967 the latter group of business continued to fare rather better than furniture shops. The instalment credit sales of department stores in November were 3 per cent higher than in November 1967, a month when sales were at a high level.

Debt owed to durable goods shops and department stores was £276 million at the end of November 1968, £7 million higher than a year earlier and £31 million lower than at the end of November 1966.

Other instalment credit retailers

The instalment credit sales of mail order houses which account for the greater part of the credit business of this group of traders, were 11 per cent higher than a year earlier, an increase somewhat higher than the average growth rate recorded so far this year; as the series shows increases on a year earlier tend to be erratic.

Debt outstanding to this group of retailers rose by £12 million in the month, largely due to seasonal factors.

Table 1. Hire purchase and other instalment credit business

easonally adjusted series.

	Finance Houses		Durable Goods Shops		Total of instalments outstanding to finance houses, durable goods shops and department stores	
	New instalment credit extended per calendar month Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Instalment credit sales per week Index (Average 1961 = 100)	Instalments outstanding at end of period £ million	Amount at end of period £ million	Change in period £ million
1961	100	618	100	289	934	— 11
1962	86	569	105	290	887	— 47
1963	97	614	114	315	959	+ 72
1964	124	754	116	330	1,115	+156
1965	127	836	112	329	1,196	+ 81
1966	108	756	93	278	1,063	—133
1967	120	742	94	248	1,018	— 45
1966 1st quarter	128	841	104	324	1,194	— 2
2nd quarter	120	830	95	313	1,171	— 23
3rd quarter	98	799	88	298	1,124	— 47
4th quarter	86	756	83	278	1,063	— 61
1967 1st quarter	92	719	87	266	1,011	— 52
2nd quarter	101	687	88	255	967	— 44
3rd quarter	141	707	96	247	979	+ 12
4th quarter	147	742	105	248	1,018	+ 39
1968 1st quarter	138	769	120	252	1,049	+ 31
2nd quarter	106	745	92	249	1,021	— 28
3rd quarter	125	754	99	249	1,029	+ 8
1967 September	155	707	101	247	979	+ 10
October	161	723	104	247	995	+ 16
November	167	740	106	247	1,013	+ 18
December	114	742	106	248	1,018	+ 5
1968 January	137	750	108	246	1,025	+ 7
February	139	758	118	249	1,035	+ 10
March	138	769	130	252	1,049	+ 14
April	103	760	89	252	1,040	— 9
May	116	755	91	251	1,034	— 6
June	100	745	95	249	1,021	— 13
July	127*	745*	94	246	1,018*	— 3*
August			103	247		
September	121	754	101	249	1,029	+ 11
October	143	761	103	251	1,039	+ 10
November	128	766	99	253	1,047	+ 8
3 months ended August 1968	119	745	97	247	1,018	— 16
3 months ended November 1968	131	766	101	253	1,047	+ 29
Percentage change	+10	—	+4	—	—	—

*NOTE: Figures for July and August have been combined.

Table 2. Hire purchase and other instalment credit extended and repaid

Seasonally adjusted series. £ million

Period	New Credit Extended			Repayments	Change in debt
	By Shops (a)	By Finance Houses	Total		
1964	314	711	1,025	869	+156
1965	306	727	1,033	952	+ 81
1966	235	621	856	989	—133
1967	235	689	924	969	— 45
1964 1st Qtr.	82*	167	249	212	+ 37
2nd Qtr.	75	170	245	211	+ 34
3rd Qtr.	77	182	259	219	+ 40
4th Qtr.	80	192	272	227	+ 45
1965 1st Qtr.	79	183	262	230	+ 32
2nd Qtr.	76	186	262	237	+ 25
3rd Qtr.	75	180	255	244	+ 11
4th Qtr.	76	178	254	241	+ 13
1966 1st Qtr.	69	184	253	255	— 2
2nd Qtr.	61	173	234	257	— 23
3rd Qtr.	55	141	196	243	— 47
4th Qtr.	50	123	173	234	— 61
1967 1st Qtr.	53	132	185	237	— 52
2nd Qtr.	53	145	198	242	— 44
3rd Qtr.	61	201	262	250	+ 12
4th Qtr.	68	211	279	240	+ 39
1968 1st Qtr.	77	198	275	244	+ 31
2nd Qtr.	59	153	212	240	— 28
3rd Qtr.	64	180	244	236	+ 8

(a) Durable goods shops and department stores; not including other instalment credit retailers.
*Fourteen weeks.

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Table 3. Hire purchase and other credit instalments outstanding

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Durable goods shops	1966	327	324	316	311	309	301	298	292	286	281	280	278
	1967	273	267	260	255	252	247	245	241	239	240	243	248
	1968	246	247	247	245	245	241	239	239	240	243	248	
Department stores	1966	31	30	29	29	28	28	28	27	27	27	27	29
	1967	28	26	26	26	25	25	25	25	25	25	26	28
	1968	29	28	28	28	28	27	27	26	26	27	28	
Finance houses	1966	836	839	840	849	860	863	869	853	829	806	785	756
	1967	742	730	719	715	712	716	726	731	734	744	755	742
	1968	744	753	766	768	773	774	778	783	781	781	781	
Total of above	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044	1,048	1,047	1,051	1,057	

Table 3a. Hire purchase and other credit instalments outstanding: other instalment credit retailers

£ million, end of period

Owed directly to	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total as shown in Table 3	1966	1,194	1,193	1,185	1,189	1,197	1,192	1,195	1,172	1,142	1,114	1,092	1,063
	1967	1,043	1,023	1,005	996	989	988	996	997	998	1,009	1,024	1,018
	1968	1,019	1,028	1,041	1,041	1,046	1,042	1,044	1,048	1,047	1,051	1,057	
Other instalment credit retailers*	1966	180	174	172	171	173	171	167	163	165	170	180	198
	1967	188	184	181	179	178	175	170	167	168	173	186	208
	1968	196	191	189	190	188	187	182	179	179	185	197	
Grand Total	1966	1,374	1,367	1,357	1,360	1,370	1,363	1,362	1,335	1,307	1,284	1,272	1,261
	1967	1,231	1,207	1,186	1,175	1,167	1,163	1,166	1,164	1,166	1,182	1,210	1,226
	1968	1,215	1,219	1,230	1,231	1,234	1,229	1,226	1,227	1,226	1,236	1,254	

*Comprising general stores (other than department stores), general mail-order houses and co-operative non-durable goods departments.

(*Continued on next page*)

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HIRE PURCHASE, *continued*

Table 4. Retailers: Instalment credit sales of selected kinds of business
Index numbers of value of goods sold on hire purchase and other instalment credit per week and percentage changes compared with a year earlier

Average of 1961 = 100

Kind of business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops Total (b) (£303)		Department Stores (£54)		Other Instalment Credit Retailers: Other General Stores (c) (£72)		Other Instalment Credit Retailers: General Mail Order Houses (£201)		Other Instalment Credit Retailers: Co-operative Societies non-durable goods departments (£43)		Total of Selected Kinds of Business (d) (£673)	
1965 Year	112	— 5	104	..	133	..	165	..	95	..	128	..
1966 Year	93	—17	103	— 1	125	— 6	184	+11	93	— 2	124	— 3
1967 Year	94	+ 2	108	+ 5	119	— 4	195	+ 6	92	— 2	128	+ 3
1967 1st quarter	81	—17	89	— 6	90	— 6	170	+ 5	69	— 2	108	— 6
2nd quarter	83	— 8	96	— 1	110	— 8	186	+ 6	84	— 3	118	— 1
3rd quarter	93	+ 7	100	+ 8	103	— 4	167	+ 4	82	— 1	116	+ 5
4th quarter	122	+25	148	+15	175	— 1	256	+ 8	131	— 2	170	+12
1968 1st quarter	111	+38	105	+18	96	+ 7	188	+10	69	Nil	129	+20
2nd quarter	86	+ 4	104	+ 8	110	Nil	201	+ 8	85	+ 2	124	+ 6
3rd quarter	96	+ 4	102	+ 3	102	— 1	175	+ 5	84	+ 2	120	+ 4
1967 January	82	—23	101	—16	82	—11	134	+17	60	— 4	98	— 8
February	82	—16	81	— 1	88	— 5	180	+12	61	— 2	110	— 2
March (a)	78	—12	86	+ 1	97	— 4	191	— 5	84	— 1	115	— 7
April	83	— 8	96	— 2	105	—10	185	+14	80	— 5	116	+ 1
May	86	— 9	104	— 3	118	— 9	194	— 1	93	— 2	123	— 5
June (a)	80	— 8	90	+ 1	108	— 5	180	+ 5	80	— 1	114	— 1
July	89	— 8	110	Nil	103	— 7	154	+ 4	85	— 2	111	— 2
August	88	+11	86	+11	92	— 5	156	+ 6	75	— 3	108	+ 6
September (a)	100	+18	102	+15	111	— 2	186	+ 4	85	+ 3	126	+ 8
October	116	+22	125	+15	130	— 4	247	+11	86	— 4	155	+13
November	124	+27	136	+16	172	— 1	269	+ 5	112	— 5	172	+10
December (a)	125	+26	175	+15	213	+ 1	254	+ 9	183	+ 1	181	+12
1968 January	104	+27	121	+20	86	+ 4	141	+ 6	60	+ 1	112	+15
February	112	+36	98	+21	93	+ 6	196	+ 9	65	+ 7	131	+19
March (a)	117	+50	98	+15	105	+ 8	219	+14	80	— 5	142	+24
April	83	+ 1	102	+ 7	108	+ 3	188	+ 2	86	+ 7	119	+ 2
May	88	+ 3	109	+ 5	113	— 4	208	+ 7	88	— 6	128	+ 4
June (a)	87	+ 8	101	+12	109	+ 1	205	+14	83	+ 4	125	+10
July	94	+ 6	116	+ 5	103	Nil	164	+ 6	86	+ 2	117	+ 5
August	93	+ 6	91	+ 5	93	+ 1	167	+ 7	80	+ 6	114	+ 6
September (a)	100	Nil	101	— 1	109	— 2	191	+ 3	84	— 1	127	+ 1
October	115	— 1	123	— 2	130	+ 1	263	+ 7	84	— 2	159	+ 3
November	116	— 6	140	+ 3	165	— 4	299	+11	113	+ 1	178	+ 3

Kind of Business (H.P. and other instalment credit sales in 1961 £ million)	Durable Goods Shops (Total): Total (£303)		Durable Goods Shops (Total): Independents (£110)		Durable Goods Shops (Total): Multiples (£161)		Durable Goods Shops (Total): Co-operative Societies (£32)		Furniture Shops: Total (excluding Co-operative Societies) (£128)		Furniture Shops: Multiples (£62)		Furniture Shops: Independents (£65)		Other Durable Goods Shops: Total (excluding Co-operative Societies) (£143) (e)		Other Durable Goods Shops: Radio and electrical, etc. goods shops (f) (£82)	
1965 Year	112	— 5	101	Nil	118	— 8	117	— 4	109	+ 1	110	— 4	108	+ 7	113	—10	96	—15
1966 Year	93	—17	82	—19	100	—15	95	—19	93	—15	94	—15	92	—15	92	—19	76	—21
1967 Year	94	+ 2	81	— 1	104	+ 4	91	— 4	88	— 5	86	— 8	90	— 2	101	+ 9	82	+ 7
1967 1st quarter	81	—17	71	—21	88	—13	79	—26	76	—21	73	—23	78	—18	85	—12	70	—18
2nd quarter	83	— 8	69	—12	93	— 5	80	—16	76	—16	74	—20	79	—11	89	+ 1	68	— 6
3rd quarter	93	+ 7	78	+ 7	103	+ 8	89	+ 5	84	— 5	79	—12	88	+ 2	101	+19	81	+24
4th quarter	122	+25	105	+23	134	+26	116	+26	117	+20	118	+20	117	+19	127	+30	107	+33
1968 1st quarter	111	+38	98	+39	121	+39	107	+36	96	+27	92	+26	100	+28	125	+48	101	+46
2nd quarter	86	+ 4	71	+ 3	98	+ 6	77	— 4	80	+ 5	80	+ 8	81	+ 3	93	+ 5	72	+ 6
3rd quarter	96	+ 4	79	+ 1	109	+ 6	90	+ 1	83	— 1	79	Nil	86	— 2	109	+ 8	84	+ 4
1967 January	82	—23	76	—27	87	—20	83	—29	78	—26	72	—30	84	—23	86	—20	72	—27
February	82	—16	72	—20	90	—12	75	—24	77	—21	79	—24	75	—18	87	—10	74	—15
March (a)	78	—12	65	—16	87	— 6	78	—23	72	—14	69	—15	76	—14	83	— 7	64	—11
April	83	— 8	70	—13	93	— 3	75	—18	78	—13	76	—16	79	—10	89	— 2	68	—11
May	86	— 9	71	—13	96	— 5	84	—20	76	—19	73	—25	79	—14	94	+ 3	72	— 5
June (a)	80	— 8	67	—11	89	— 5	81	—11	76	—15	74	—20	78	—10	84	+ 1	66	— 2
July	89	— 8	77	—11	97	— 6	90	—12	81	—18	75	—23	87	—14	96	+ 2	77	+ 4
August	88	+11	72	+14	99	+11	81	+ 8	78	— 3	73	—13	83	+ 8	98	+25	76	+32
September (a)	100	+18	84	+21	111	+17	94	+21	90	+ 7	88	— 1	93	+14	109	+29	88	+36
October	116	+22	97	+21	129	+22	117	+29	107	+16	107	+15	107	+18	124	+26	101	+34
November	124	+27	106	+29	136	+27	122	+26	116	+24	110	+20	122	+26	130	+31	106	+33
December (a)	125	+26	111	+20	137	+30	111	+22	126	+20	133	+24	120	+15	127	+32	114	+31
1968 January	104	+27	99	+30	105	+23	111	+34	94	+20	83	+15	104	+24	111	+31	97	+36
February	112	+36	99	+38	121	+35	108	+44	96	+24	97	+22	94	+25	127	+45	106	+43
March (a)	117	+50	96	+47	134	+54	103	+32	99	+36	95	+38	102	+35	136	+64	102	+58
April	83	+ 1	69	— 1	95	+ 2	75	Nil	81	+ 4	84	+11	78	— 2	87	— 2	70	+ 2
May	88	+ 3	72	+ 2	101	+ 6	78	— 8	81	+ 6	81	+11	81	+ 2	98	+ 3	77	+ 7
June (a)	87	+ 8	72	+ 8	98	+10	77	— 5	80	+ 5	76	+ 2	83	+ 7	95	+13	70	+ 7
July	94	+ 6	81	+ 5	103	+ 7	93	+ 3	86	+ 5	82	+ 9	90	+ 3	102	+ 7	79	+ 3
August	93	+ 6	77	+ 6	106	+ 7	85	+ 6	81	+ 4	77	+ 5	85	+ 3	106	+ 8	85	+11
September (a)	100	Nil	79	— 6	116	+ 4	90	— 4	82	— 9	80	— 9	84	— 9	118	+ 8	88	Nil
October	115	— 1	98	+ 1	128	— 1	106	— 9	97	— 9	90	—16	103	— 3	133	+ 7	103	+ 2
November	116	— 6	102	— 4	124	— 9	123	Nil	101	—13	89	—19	113	— 8	127	— 2	102	— 3

(a) Average of five weeks. (b) Comprises furniture shops, radio and electrical goods shops (including radio and television rental specialists), cycle and perambulator shops, gas and electricity showrooms and co-operative societies, durable goods departments. (c) Includes credit traders calling on customers. (d) Comprises durable goods shops (including co-operative societies, durable goods departments), department stores, other general stores, general mail order houses and co-operative societies (non-durable goods departments). (e) Comprises electricity and gas showrooms, radio and electrical goods shops (including radio and television rental specialists). (f) Comprises radio and electrical goods shops, cycle and perambulator shops.

Finance houses: new instalment credit extended

Table 5. Index numbers of new hire purchase and other instalmeent credit extended direct to hirers per calendar month and percentage changes compared with a year earlier

Monthly average 1961 = 100

(Value in 1961)	Private cars – new (£93 million)		Private cars – used (£190 million)		Commercial motor vehicles – new and used (£89 million)		Motor-cycles, side-cars, power assisted cycles (£38 million)		Caravans new and used (£12 million)		Farm equipment and tractors (£12 million)		Industrial and building plant and equipment (£48 million)		Household goods (a) (£59 million)		Other goods (£33 million)		All goods (£574 million)	
1965 Year	172	+ 1	136	+ 7	91	— 5	59	— 14	123	+11	103	— 2	176	+16	70	—27	156	+21	127	+ 2
1966 Year	132	— 23	117	— 14	87	— 4	42	— 29	121	— 2	109	+ 6	158	—10	57	—20	140	—11	108	— 15
1967 Year	152	+ 16	137	+ 17	90	+ 3	44	+ 5	115	— 5	110	Nil	180	+14	59	+ 4	131	— 6	120	+ 11
1967 1st quarter	110	— 36	95	— 30	80	—23	22	— 53	97	—11	94	+ 1	172	— 4	55	—16	129	—21	94	— 26
2nd quarter	140	— 25	135	— 17	100	— 9	59	— 10	137	—14	99	—14	203	+14	53	— 7	135	— 5	122	— 13
3rd quarter	183	+ 67	177	+ 70	88	+13	57	+ 47	138	Nil	133	Nil	177	+25	56	+11	124	— 2	139	+ 44
4th quarter	177	+202	144	+111	91	+52	39	+126	89	+16	114	+17	169	+28	72	+34	135	+ 6	126	+ 81
1968 1st quarter	184	+ 67	155	+ 63	116	+45	44	+ 96	134	+38	92	— 2	192	+12	74	+36	164	+28	139	+ 48
2nd quarter	135	— 3	142	+ 6	106	+ 6	53	— 9	170	+24	91	— 9	185	— 9	63	+17	163	+21	125	+ 3
3rd quarter	143	— 22	144	— 19	89	— 1	54	— 5	172	+25	111	—17	155	—12	66	+18	144	+16	122	— 12
1967 January	107	— 37	78	— 31	73	—24	16	— 55	61	—18	81	Nil	160	— 8	62	—19	145	—15	86	— 26
February	106	— 35	95	— 29	75	—21	22	— 54	88	—13	85	— 9	153	—11	50	—21	118	—23	90	— 26
March	117	— 37	112	— 30	92	—22	29	— 51	141	— 7	116	+ 9	204	+ 7	53	— 6	122	—25	107	— 24
April	118	— 36	111	— 26	93	—16	44	— 26	125	—14	107	+ 3	221	+19	48	—13	133	— 1	109	— 19
May	134	— 35	126	— 25	107	— 8	70	+ 6	137	—17	88	—29	195	+10	57	— 2	128	—11	119	— 19
June	167	— 2	167	— 1	99	— 2	62	— 11	150	—12	103	—12	193	+13	55	— 5	144	— 3	137	— 1
July	194	+ 1	181	+ 14	90	—14	61	— 4	143	—20	133	— 7	170	— 2	54	— 7	125	—16	142	+ 2
August	175	+135	168	+114	88	+35	57	+104	138	+20	136	— 5	175	+34	55	+17	121	Nil	134	+ 72
September	181	+189	182	+141	86	+36	54	+108	132	+11	129	+17	186	+53	60	+29	126	+13	141	+ 93
October	208	+229	182	+155	105	+65	52	+144	113	+19	121	+ 5	189	+42	71	+47	133	+ 9	149	+106
November	228	+226	172	+135	96	+45	40	+138	87	+12	132	+28	183	+34	75	+36	142	+ 9	147	+ 94
December	94	+123	78	+ 29	72	+43	26	+ 85	66	+17	88	+19	134	+ 6	69	+22	131	+ 1	83	+ 36
1968 January	163	+ 53	123	+ 58	106	+45	32	+102	94	+54	78	— 4	193	+21	84	+37	174	+21	124	+ 43
February	181	+ 71	158	+ 67	101	+35	45	+107	125	+42	90	+ 6	175	+15	65	+31	147	+25	134	+ 50
March	207	+ 76	183	+ 63	141	+54	54	+ 85	182	+29	107	— 8	208	+ 2	74	+40	171	+40	160	+ 50
April	124	+ 5	137	+ 23	101	+ 9	52	+ 19	147	+17	88	—17	174	—22	63	+33	165	+24	120	+ 10
May	149	+ 11	156	+ 24	121	+13	55	— 21	191	+39	99	+12	220	+13	68	+19	183	+43	140	+ 18
June	133	— 21	134	— 20	94	— 5	53	— 14	172	+15	85	—18	160	—17	56	+ 2	142	— 2	116	— 15
July	126	— 35	158	— 13	99	+10	57	— 6	189	+32	108	—19	169	— 1	69	+28	165	+32	128	— 9
August	178	+ 2	146	— 13	88	Nil	60	+ 5	174	+26	116	—15	169	— 4	68	+24	143	+19	130	— 3
September	124	— 31	129	— 29	80	— 7	46	— 15	153	+16	108	—16	127	—31	62	+ 4	124	— 2	108	— 24
October	150	— 28	145	— 20	110	+ 5	50	— 4	136	+20	122	Nil	172	— 9	81	+15	154	+15	129	— 13
November	132	— 42	109	— 36	100	+ 4	35	— 13	87	Nil	122	— 8	162	—12	77	+ 3	175	+23	111	—24

(a) Includes pedal cycle and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during November 1968 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,238	1,238
£1,000 and under £10,000	—	500	500
£10,000 and under £50,000	—	80	80
£50,000 and under £100,000	—	5	5
£100,000 and under £1,000,000	—	6	6
£1,000,000 and above	—	—	—
Total number	—	1,829	1,829
Total amount of Nominal Capital	'000's £—	'000's £3,713	'000's £3,713

Companies registered in Great Britain in 1967 and 1968

	1967		1968	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	2,085	3,279	1,395	5,721
February	2,293	4,696	1,440	7,323
March	3,155	6,127	1,749	7,592
April	2,516	3,101	1,543	5,124
May	2,485	3,508	1,837	4,034
June	2,357	5,693	1,546	3,735
July	2,406	19,923	1,780	4,748
August	2,390	5,413	1,742	3,836
September	2,396	4,126	1,601	4,316
October	4,091	4,763	1,921	5,604
November	3,288	7,067	1,829	3,713
December	1,294	8,456		
Total	30,756	76,152		

Retailers' stocks in November

THE VALUE of stocks held by retailers at the end of November showed an increase of 11 per cent compared with November 1967, thus continuing the upward trend shown in the first 10 months of 1968.

In volume terms, retailers' stocks were 6 per cent higher than in the corresponding month of 1967, a slightly higher increase than that shown in the previous two months.

Estimate of levels and percentage changes in retailers' stocks

(At cost at end of month.) Index numbers (end 1960 = 100) and percentage changes on year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151	152	156	154	148	154	153	164	176	
1967	+4	+4	+2	+4	+2	+1	+1	+1	Nil	Nil	—1	+2
1968	+2	+2	+5	+5	+6	+6	+8	+8	+9	+10	+11	
(b) At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130	128	132	129	123	128	128	136	146	
1967	+1	+1	Nil	+1	Nil	—1	Nil	Nil	—1	—1	—1	+1
1968	+1	+1	+4	+2	+3	+2	+4	+4	+5	+5	+6	

Note:

Retailers' stocks at end December 1960 were £993 million at current prices.

Shipping movement at United Kingdom ports

Foreign and coasting trade movements during September, 1968

THE TOTAL net tonnage of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during September 1968 amounted to 16,770 thousand n.r.t.; an increase of 3.8 per cent over the corresponding month of 1967. Commonwealth vessels accounted for 7,539 thousand n.r.t.

During the first nine months of 1968 the volume of cargo entering and clearing United Kingdom ports amounted to 144,109 thousand n.r.t.; an increase of 3.6 per cent over the corresponding period of 1967. Commonwealth vessels accounted for 43.6 per cent of the total.

In the coasting trade the total net tonnage of vessels arriving and departing with cargo during September 1968 declined by 4.2 per cent, but over the nine-month period showed little variation from the previous year.

Note: Net registered tons (n.r.t.).

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast include foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie, or mail, except those loading or unloading on Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

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Table 1. Shipping movement in the foreign trade at United Kingdom ports

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of September, 1967	6,147	10,514	4,348	181	5,985	4,792	5,640	2,934	141	2,565
" Month of September, 1968	6,522	10,659	4,126	348	6,185	4,850	6,111	2,905	160	3,046
" Nine months ended September, 1967	54,452	90,108	35,317	1,894	52,897	41,900	49,018	23,943	1,308	23,767
" Nine months ended September, 1968	57,088	92,991	34,960	2,270	55,761	43,905	51,118	24,242	1,403	25,473
In ballast: Month of September, 1967	1,582	2,114	994	56	1,064	3,136	7,235	2,498	161	4,576
" Month of September, 1968	1,724	2,689	1,122	65	1,502	3,186	6,757	2,279	194	4,284
" Nine months ended September, 1967	14,142	20,634	9,489	353	10,792	26,939	62,034	20,948	918	40,168
" Nine months ended September, 1968	13,711	20,737	8,793	563	11,381	27,573	63,117	19,779	1,248	42,090

(1) Includes Irish Republic and South Africa.

Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	September		Nine months ended September		September		Nine months ended September	
	1967	1968	1967	1968	1967	1968	1967	1968
Nationality of vessels	Numbers of vessels							
United Kingdom	1 995	2,073	16,326	17,178	1,700	1,771	13,741	14,725
Other Commonwealth (a)	135	173	1,334	1,479	118	141	1,208	1,226
Foreign	4,017	4,276	36,792	38,431	2,974	2,938	26,951	27,954
TOTAL	6,147	6,522	54,452	57,088	4,792	4,850	41,900	43,905
	Thousand net tons							
Commonwealth:								
Registered in United Kingdom	4,348	4,126	35,317	34,960	2,934	2,905	23,943	24,242
Registered in Canada	—	—	4	—	—	—	3	—
Registered in other countries (a)	181	348	1,890	2,270	141	160	1,305	1,403
Total Commonwealth	4,529	4,474	37,211	37,230	3,075	3,065	25,251	25,645
Soviet	83	167	900	1,078	17	29	190	281
Finnish	96	68	719	810	30	22	311	269
Swedish	503	549	4,281	4,263	265	253	2,148	2,152
Norwegian	1,222	1,115	11,196	11,333	487	527	4,341	4,738
Danish	231	310	2,536	2,661	189	241	1,799	1,898
Polish	27	25	232	227	11	9	101	120
German (Federal Republic)	492	532	4,280	4,642	254	283	2,363	2,837
Dutch	652	722	5,736	5,884	378	385	3,669	3,673
Belgian	184	238	2,007	2,096	157	184	1,690	1,707
French	420	511	3,378	3,572	258	382	2,079	2,440
Spanish	36	27	448	474	41	42	474	443
Italian	182	74	1,353	1,271	11	45	193	338
Yugoslav	23	31	204	180	5	12	76	68
Greek	150	205	1,708	1,684	33	62	571	621
United States of America	234	226	2,061	1,799	178	155	1,647	1,553
Panamanian	174	155	1,686	1,487	39	71	301	578
Liberian	952	993	8,018	9,637	77	216	641	807
Other	324	237	2,153	2,663	134	128	1,170	950
Total Foreign	5,985	6,185	52,897	55,761	2,565	3,046	23,767	25,473
GRAND TOTAL	10,514	10,659	90,108	92,991	5,640	6,111	49,018	51,118
Trading Areas:								
Irish Republic	556	590	4,245	4,673	540	603	4,226	4,454
Northern Europe (Foreign)	2,633	2,867	23,128	25,809	1,917	2,213	18,247	20,963
Europe (Atlantic) and Western Mediterranean Countries	1,676	1,736	11,985	13,382	1,270	1,333	8,557	8,813
Central and Eastern Mediterranean Countries	527	1,207	7,191	10,405	160	160	1,456	1,419
West and South Africa	414	455	5,726	3,753	197	215	2,045	1,857
East Africa, Persian Gulf, India	1,962	1,727	14,240	15,097	187	237	1,759	1,687
Eastern Asia and Islands in the Pacific	202	188	2,175	1,922	222	145	2,075	1,393
Australasia	226	203	2,533	2,262	183	171	1,404	1,443
North America (Atlantic Coast)	1,376	1,015	9,952	8,050	712	780	6,500	6,654
West Indies and Central America (Atlantic Coast)	673	478	6,833	5,281	165	129	1,727	1,219
South America (Atlantic Coast)	176	78	999	1,010	64	63	491	473
South and Central America (Pacific Coast)	31	22	211	206	8	19	164	136
North America (Pacific Coast)	57	76	825	1,036	12	35	353	525
Other Areas	5	17	64	105	2	8	13	82
Total Commonwealth Countries	1,986	2,272	22,510	20,564	1,298	1,367	11,209	11,067
Total Foreign Countries	8,528	8,387	67,598	72,427	4,342	4,744	37,809	40,051
TOTAL	10,514	10,659	90,108	92,991	5,640	6,111	49,018	51,118

(a) Includes Irish Republic and South Africa.

(*Continued on next page*)

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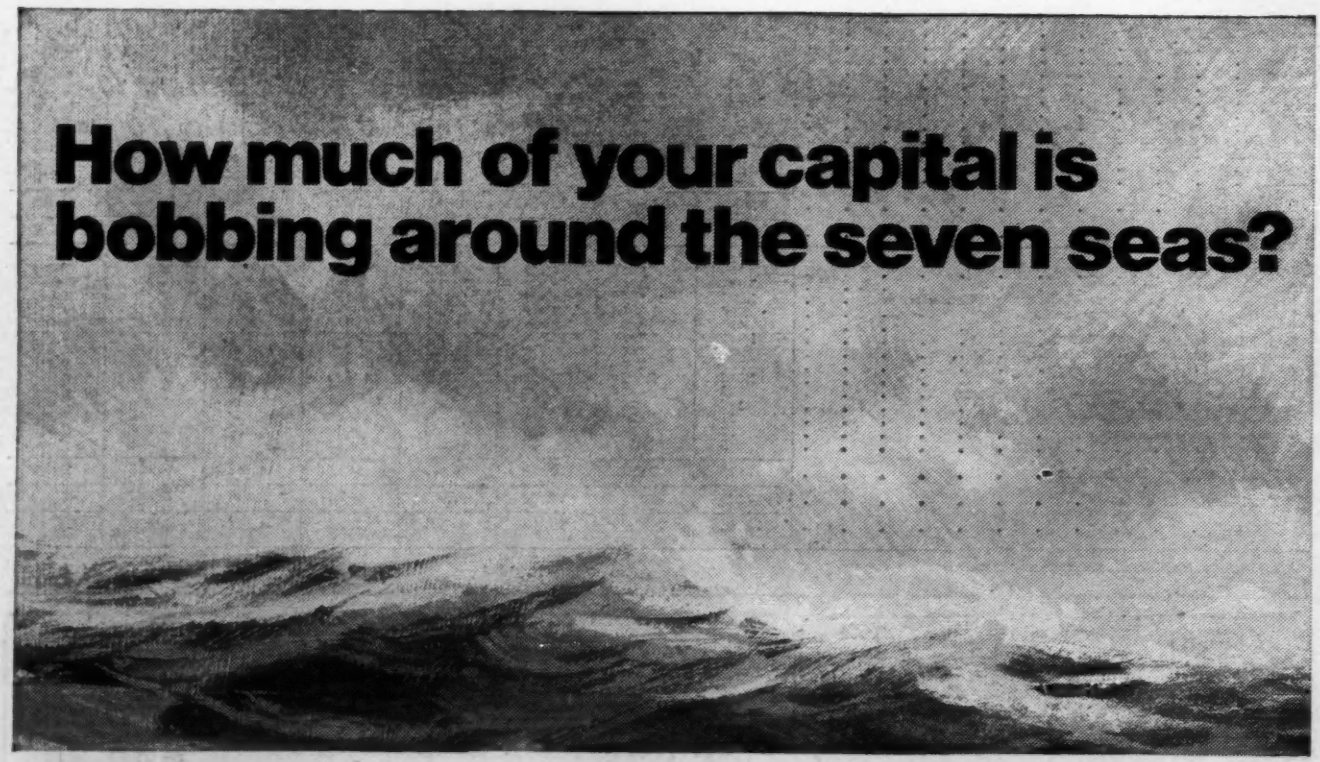
SHIPPING MOVEMENT, *continued*

Table 3. Foreign trade arrivals and departures at principal ports–January-September

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1967	1968		1967	1968		1967	1968		1967	1968	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Bristol	2,828	2,437	1,213	2,893	2,493	1,261	399	317	366	2,785	2,347	1,046
Cardiff	1,181	1,132	483	1,375	1,341	594	466	393	253	1,278	1,361	588
Dover	5,103	5,552	4,343	9,360	9,413	7,668	5,007	5,435	3,981	9,184	9,298	7,544
*Felixstowe	—	1,382	1,536	—	1,533	1,652	—	1,244	1,328	—	1,439	1,521
Folkestone	421	341	263	980	1,002	710	524	377	285	966	997	706
Grimsby	2,610	3,010	2,518	2,882	3,381	2,815	1,020	1,377	1,118	3,029	3,407	2,843
*Harwich	4,916	5,072	2,731	5,164	5,201	2,828	4,801	5,042	2,847	5,072	5,108	2,899
Holyhead	1,591	1,883	1,289	1,670	2,024	1,375	1,581	1,717	1,279	1,663	1,858	1,385
Hull	3,990	3,930	3,626	4,289	4,206	3,881	2,106	2,144	2,221	4,127	3,926	3,593
Lancaster	209	39	10	217	54	58	14	16	47	291	17	51
Liverpool	10,822	10,305	3,897	12,624	11,748	4,408	4,958	4,514	2,621	12,512	11,696	4,168
London	23,117	22,316	11,339	28,186	26,794	13,153	10 645	10,329	7,290	26,910	26,264	13,649
Manchester	4,433	4,560	2,258	4,662	4,869	2,567	1,318	1,245	1,670	4,065	4,127	2,602
Middlesbrough	2,682	3,478	1,224	3,436	4,345	1,741	1,513	1,530	1,378	3,488	4,646	1,952
Milford Haven	5,651	5,975	289	6,443	7,194	725	1,029	1,462	447	6,226	6,916	741
Newhaven	762	778	871	771	789	895	757	734	804	767	781	898
Newport	970	1,093	568	1,417	1,454	728	764	717	615	1,508	1,645	814
Plymouth	251	234	375	390	370	660	150	139	369	363	328	668
Port Talbot	838	778	422	917	844	566	143	124	267	896	834	567
Southampton	13,282	12,524	2,589	15,952	16,014	3,434	6,501	6,544	2,388	16,290	15,703	3,384
Swansea	523	537	315	1,475	1,184	813	1,433	1,208	949	1,778	2,036	1,078
Tyne ports	1,920	1,642	1,196	2,698	2,436	1,441	1,200	1,102	734	3,052	2,886	1,494
Glasgow	3,716	2,460	1,082	4,248	2,926	1,226	1,795	1,623	650	4,680	3,425	1,291
Grangemouth	1,095	1,110	1,040	1,501	1,381	1,240	1,005	942	795	1,410	1,310	1,164
Greenock	280	1,641	155	955	2,058	229	204	221	35	902	1,789	183
Leith	637	538	916	712	617	955	238	224	475	807	506	805
Belfast	1,505	1,473	1,039	1,621	1,559	1,124	267	327	380	1,669	1,672	952
Other ports	6,660	7,004	14,320	9,223	9,704	18,118	4,472	4,370	10,438	9,480	9,996	18,234
TOTAL	101,993	103,224	61,907	126,061	126,936	76,865	54,310	55,418	46,030	125,198	126,318	76,820

*1967 tonnage figures for Harwich include those for Felixstowe.



INTERNATIONAL FINANCE AND SERVICES LIMITED 38 Mincing Lane, London EC3. Tel: 01-623 3020

Table 4. Coasting trade arrivals and departures at principal ports – January-September

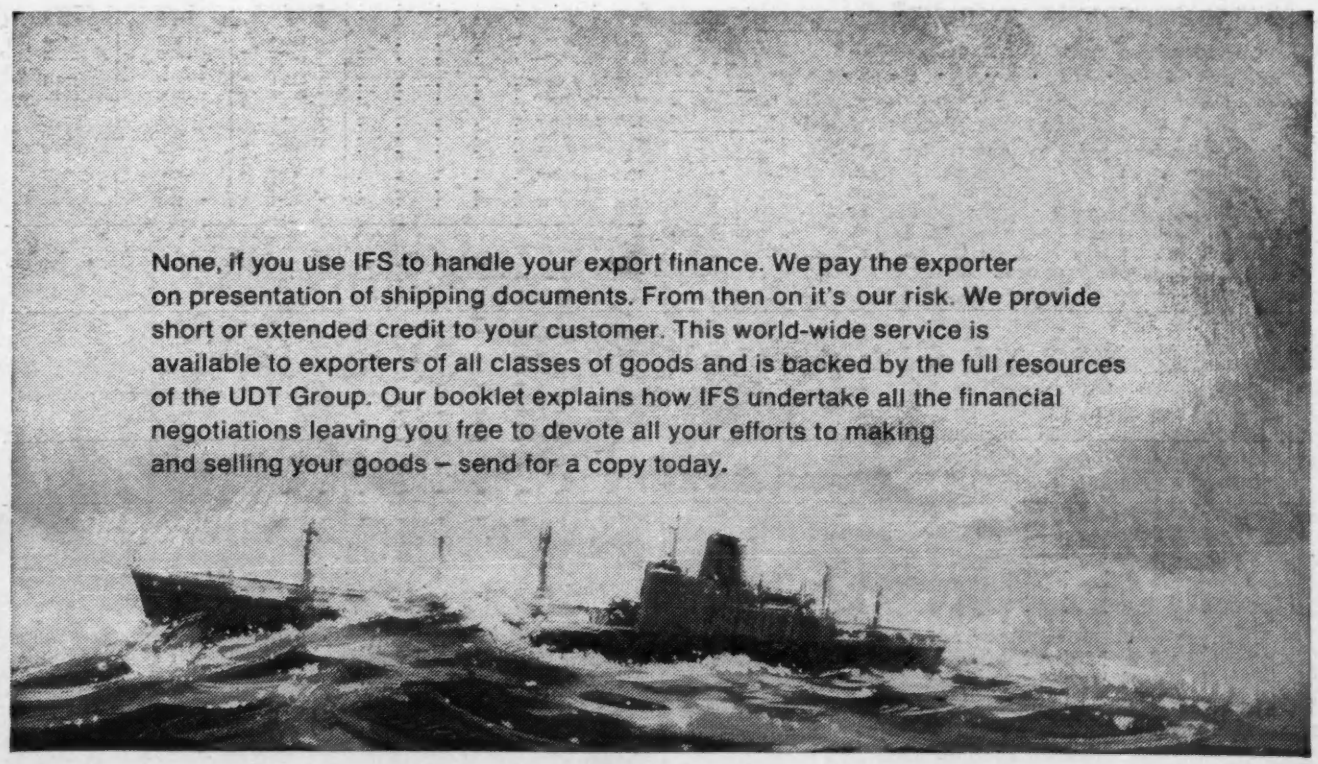
Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1967	1968		1967	1968		1967	1968		1967	1968	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Bristol	1,117	1,093	724	1,506	1,326	2,293	472	430	1,350	1,566	1,537	2,586
Cardiff	384	379	463	808	772	1,451	152	209	597	777	629	1,448
Cowes	1,733	1,649	8,077	3,780	3,460	16,106	1,654	1,575	7,493	3,769	3,451	16,065
Hull	763	675	256	1,182	910	683	417	292	324	1,211	1,058	859
Immingham	536	641	167	1,355	1,408	796	750	926	496	1,186	1,375	734
Lancaster	1,090	749	761	1,239	934	1,272	985	887	1,262	1,148	942	1,325
Liverpool	2,013	3,057	2,729	2,863	4,094	4,376	2,060	2,405	3,070	3,386	4,592	4,605
London	5,009	5,257	4,628	6,872	7,047	7,722	1,882	1,683	2,609	6,990	7,078	7,388
Manchester	885	112	148	1,224	195	305	588	57	89	1,273	205	267
Middlesbrough	306	278	251	993	1,263	1,189	284	705	659	731	1,070	1,007
Milford Haven	303	282	91	2,416	2,285	1,102	2,731	2,291	1,124	2,859	2,430	1,322
Portsmouth	307	305	1,331	2,503	2,530	11,213	62	68	616	2,465	2,522	11,103
Preston	811	921	1,603	887	984	1,742	787	885	1,490	931	1,049	1,867
Southampton	2,514	2,455	8,492	4,844	4,641	10,624	4,323	3,968	9,250	4,894	4,559	11,527
Sunderland	142	130	138	1,073	1,060	995	847	832	740	992	975	897
Swansea	177	194	345	1,434	1,604	3,288	854	1,041	2,438	1,105	1,233	2,928
Tyne ports	457	506	126	2,442	2,688	1,639	1,210	1,466	1,219	2,163	2,328	1,631
Ardrossan	653	1,017	1,299	930	1,160	1,635	429	730	1,310	815	1,105	1,729
Glasgow	1,098	508	669	1,703	1,022	1,069	606	241	427	1,218	689	979
Greenock	829	1,228	1,960	980	1,543	2,507	928	1,121	1,773	1,098	1,593	2,520
Stranraer	1,066	1,172	926	1,076	1,184	936	1,065	1,171	921	1,074	1,184	936
Belfast	5,005	5,100	5,976	5,329	5,489	6,520	4,510	4,254	4,733	5,578	5,352	6,737
Other ports	8,734	8,593	20,092	14,395	14,570	35,117	6,709	6,792	12,682	13,505	13,753	34,365
TOTAL	35,932	36,301	61,252	61,834	62,169	114,580	34,305	34,029	56,672	60,735	60,709	114,825

(Continued on next page)

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*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SHIPPING MOVEMENT, *continued*

Table 5. Shipping movement in the coasting trade at United Kingdom ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of September, 1967	6,320	3,378	2,885	493	6,033	3,268	2,727	541
" Month of September, 1968	5,854	3,227	2,754	473	5,461	3,027	2,502	525
" Nine months ended September, 1967	53,295	30,336	24,523	5,813	50,743	29,535	23,484	6,051
" Nine months ended September, 1968	53,986	30,645	25,564	5,081	51,179	29,532	24,620	4,912
In ballast: Month of September, 1967	5,938	2,852	2,348	504	6,118	2,768	2,320	448
" Month of September, 1968	5,744	2,644	2,100	544	6,113	2,633	2,211	422
" Nine months ended September, 1967	51,989	25,545	20,110	5,435	53,598	25,013	20,118	4,895
" Nine months ended September, 1968	52,622	25,440	20,513	4,927	55,557	25,167	20,537	4,630
Coasting Trade – United Kingdom								
With cargo: Month of September, 1967	7,114	3,962	3,355	607	6,656	3,770	3,136	634
" Month of September, 1968	6,599	3,832	3,294	538	6,052	3,574	2,974	600
" Nine months ended September, 1967	60,468	35,932	29,150	6,782	56,239	34,305	27,365	6,940
" Nine months ended September, 1968	61,252	36,301	30,517	5,784	56,672	34,029	28,547	5,482
In ballast: Month of September, 1967	6,012	2,889	2,382	507	6,389	2,911	2,438	473
" Month of September, 1968	5,807	2,687	2,137	550	6,396	2,766	2,322	444
" Nine months ended September, 1967	52,670	25,902	20,421	5,481	56,253	26,431	21,275	5,156
" Nine months ended September, 1968	53,328	25,868	20,866	5,002	58,153	26,680	21,742	4,938

(1) Commonwealth and Irish Republic.

Gold and convertible currency reserves in December

AFTER LOAN service payments totalling £39 million, the gold and convertible currency reserves fell by £37 million during December, to stand at £1,009 million at the end of the month.

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the eight weeks ended November 30, 1968:

Distributors' earnings submitted:

	£	£
High cost films	568,728	
Low cost films:		
Eligible (after multiplying by 2½)	33,824	
Not eligible for 2½ times rental	5,522	
		608,074
Films of less than 3,000 ft. (after multiplying by 2½)		97,338
		£705,412
Levy collections paid to Agency by HM Customs and Excise to December 9, 1968, together with an estimate of collections approximately covering entertainments for eight weeks ended November 30, 1968		£648,300

The first interim allocation for the twelfth distribution period will be at the rate of 56 per cent.

Production of man-made fibres in November

TOTAL PRODUCTION by weight of man-made fibres in November was at the record level of 103.8 million lbs., 18 per cent more than in November 1967. Output of continuous filament was 13 per cent more and staple fibre 22 per cent more than in November 1967.

Man-made fibre production

Quarterly rates or individual months — million lb. (a)

	Continuous filament (singles)	Staple fibre	Total
1963	82·6	97·2	179·8
1964	94·5	111·8	206·3
1965	99·1	116·4	215·5
1966	102·8	117·6	220·4
1967	109·6	129·2	238·8
1967 2nd quarter	110·0	130·8	240·8
3rd quarter	101·8	113·3	215·2
1968 2nd quarter	135·1	163·3	298·4
3rd quarter	124·9	159·8	284·7
1967 September	34·8	39·8	74·6
October	39·4	46·5	86·0
November	40·7	47·3	88·0
1968 September	43·1	55·7	98·8
October	45·1	58·1	103·2
November	46·1	57·7	103·8

(a) As from July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, January 3, 1969.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Money Go Round	Br/E 33723	25	December 31	Butcher's Film Distributors Ltd.	Libertas Film Productions (London) Ltd.
Joanna	Br/E 33725	113	January 2	Twentieth Century-Fox Film Co. Ltd.	Laughlin Films Ltd.
Movietone News 2064	Br/E 33768	7	January 3	" "	British Movietonews Ltd.
Movietone News 2064A	Br/E 33769	7	January 3	" "	" "
Movietone News 2065	Br/E 33770	11	January 3	" "	" "
Pathe News 69-1	Br/E 33822	9	January 3	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-2	Br/E 33823	7	January 3	" "	" "
				FOREIGN	
Water Melon Watcher	F 33717	6	December 30	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Inc.
Kio Folk	F 33718	6	December 30	" "	" "
Honey Tree	F 33719	6	December 30	" "	" "
Oil Tycoons	F 33720	6	December 30	" "	" "
Mr. Moose	F 33721	6	December 30	" "	" "
The Sleeping Beauty	F 33722	86	December 31	Butcher's Film Distributors Ltd.	Lenfilm, Leningrad.
Where the Action Is	F 33724	74	January 2	Richard Schulman (Entertainments) Ltd.	Max Pecas, Les Films de Griffon, Paris.
The Secret Life of an American Wife	F 33726	92	January 3	Twentieth Century-Fox Film Co. Ltd.	Charleston Enterprises Corp. and Twentieth Century-Fox Film Corp.

Census of Production for 1963

THE FOLLOWING parts of the Report on the Census of Production for 1963 are now available:

Part 102 Bricks, Fireclay and Refractory Goods (price 4s. 6d. or including postage 4s. 10d.).

Part 122 Toys, Games and Sports Equipment (price 3s. 6d. or including postage 3s. 10d.),

Overseas Sterling Area balance of payments in the second quarter

FIGURES PUBLISHED in the December issue of *Economic Trends* show that the Overseas Sterling Area had a surplus of £281 million in its balance of payments with the rest of the world in the second quarter of 1968. And preliminary figures suggest that there was a surplus in the third quarter too.

Although there was a continuing deficit on current account in the second quarter, this was more than offset by the substantial inflow of long-term capital, mainly as private investment.

The newly published figures for the overseas sterling area together with those for the United Kingdom amount to a second quarter surplus of £218 million for the sterling area as a whole on transactions with the rest of the world. This compares with a deficit of £36 million and a surplus of 153 million in the second quarters of 1967 and 1966 respectively.

Copies can be obtained from HMSO, price 8s.

Tourist arrivals up 333,000 in first ten months of 1968

BRITAIN ATTRACTED 215,000 foreign visitors in October – 26,000 more than in the same month of 1967, reports the British Travel Association, Britain's official tourist organization.

The October arrivals brought the total number of foreign tourist visitors to Britain in the first 10 months of 1968 to 2,789,000 – a rise of 333,000 (14 per cent) on the same period of record-breaking 1967. Visitors from Europe in October numbered 127,000. This was an increase of 19,000 on the month and brought total European arrivals in the first 10 months of the year to 1,729,000 – a rise of 252,000 (17 per cent) on the period.

United States visitors during the month numbered 62,000, compared with 59,000 in October 1967. They brought total United States visitors in the first 10 months of 1968 to 804,000 – an increase of 27,000 (3 per cent) on the period.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Monthly at £1 a year, post free:

Timber, Softwood, Hardwood and Plywood for November 1968
Domestic Holloware for November 1968
Clothing for October 1968
Paper and Paper Making Materials for October 1968

Quarterly at 7s. 6d. a year post free:

Industrial Trucks and Tractors for July – September 1968
Paint and Varnish for July – September 1968
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Lace for July-September 1968.

Civil Aviation Series

Monthly at £1 a year, post free:

Airlines (monthly) for September 1968
Air Passengers for August 1968.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page 68 of this issue.)

James Busby

was appointed first Resident of New Zealand in 1833

Isn't it time you took advantage of it?

One of Busby's jobs was to protect British commerce. Owing to insufficient magisterial powers, he was not very successful. But British commerce did survive and eventually flourish as demonstrated by the quantity of British goods in New Zealand shops today. However, New Zealand is still in need of various manufactured goods from Britain and other countries overseas, to maintain one of the highest standards of living in the world. Which is where the National Bank comes in: we have nearly 200 branches in New Zealand. They keep us up-to-date on local market conditions, investment prospects, import/export needs; on profitable business or travel contacts; on all manner of useful facts and figures. All this information we will gladly pass on—to your trading benefit.

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OF NEW ZEALAND LIMITED
Our London Address: 8 Moorgate EC2 (Tel: 01-606 8311)

Addresses of ECGD Local Offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters; its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1967/68 was £1,889,000. The Head Office of ECGD is at 59-67 Gresham Street, P.O. Box 272, London E.C.2 (Tel. 606 6699) The Department's local offices are as follows:

London (City)
London postal districts E., and E.C.2 and 3, and the county of Essex.
L. H. Clarke, Marlon House, 71-74 Mark Lane, London E.C.3. Tel. 488 3491. (Code: 01-488 3491) Telex 23164,

London (South)
London postal districts of E.C.4, S.E.1-27 and S.W.1-20. Counties of Kent and Surrey (Greater London Council Area only)
J. A. Dorrian, DFM, 42-46 Weston St., S.E.1. Tel. 407 5011, (Code: 01-407 5011) Telex 24812,

London (North)
London postal districts of N., E.C.1, W.C.1 and 2, County of Hertford.
G. J. A. Link, Empire House, St. Martin's-Le-Grand, E.C.1, Tel. 606 4581. (Code: 01-606 4581) Telex 263615,

London (West End)
London postal districts N.W. and W. County of Middlesex.
D. G. Hake, Waverley House, 7-12 Noel Street, London, W.1,

Bedford
Counties of Bedford, Cambridge, Huntingdon, Norfolk, and Suffolk.
D. A. Green, Heron House, 49-51 Goldington Road, Bedford. Tel. Bedford 58798 (Code: 0234 58798) Telex 82350,

Belfast
The six counties of Northern Ireland.
J. J. Brown, Third Floor, Office 30/32, 7 Donegall Square West, Belfast. BT1 6 JE. Tel. Belfast 29428. (Code: 0232 29428) Telex 74577.

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Staffordshire.
B. T. Clark, Chamber of Commerce House, Harborne Road, Birmingham, 15. Tel. Edgbaston 4375. (Code: 021-454 4375) Telex 33132.

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
A. C. Elston, West Riding House, Cheapside, Bradford 1, Tel. Bradford 25147. (Code: 0274 25147) Telex 51161.

Bristol
Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall, and the Channel Islands.
F. Wilmot, Washington House, Great George Street. Bristol 1. BSI 5QL. Tel. Bristol 22102. (Code 0272 22102) Telex 44248.

Cardiff
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff. Tel. 26657. (Code: 0222 26657) Telex 49284.

Crawley
Counties of Surrey (Excluding Area covered by GLC) and Sussex.
F. R. Burge, Barden House, 36 Spencers Road, West Green. Crawley, Sussex.
Tel. 23444. (Code: 0293 23444) Telex 87374.

Edinburgh
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A. E. Beedle, 108 George Street, Edinburgh, 2.
Tel. Caledonian 3004, (Code: 031-225 3004) Telex 72170,

Glasgow
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R. H. K. Hughes, 7 West George Street, Glasgow, C.2, Tel. Central 3056. (Code: 041-CEN 3056) Telex 77130,

Leeds
The East and North Ridings of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
W. A. Luxton, Headrow House, 42 The Headrow, Leeds, 1, Tel. Leeds 30082. (Code: 0532 30082) Telex 55232,

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint; Western parts of Lancashire and Cheshire (including Lancaster, Preston, Wigan and Warrington), and the Isle of Man.
J. M. Foster, Number One Old Hall Street, Liverpool 3.
Tel. Central 5756 (Code: 051-236 5756) Telex 62537,

Manchester
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W. Ford, Cheshire House, 18-20 Booth Street, Manchester, 2. Tel. Central 8861. (Code: 061-CEN 8861) Telex 66756.

Newcastle-upon-Tyne
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R. A. Bounds, 2 Osborne Road, Newcastle-upon-Tyne, 2, Tel. Newcastle 814214 (Code: 0632 814214) Telex 53305,

Nottingham
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J. N. Smales, MBE, Equitable House, Old Market Square, Nottingham. NG1 2LE. Tel. 46585. (Code: 0602 46585) Telex 37566.

Reading
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K. I. Humphrey, 18 The Forbury, Reading. Tel. Reading 40577-8. (Code: 0734 40577) Telex 84422.

Sheffield
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W. A. Oxley, 8-12 Furnival Gate, Sheffield, 1. Tel. Sheffield 29151. (Code: 0742 29151) Telex 54244.

New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. H. Hall, c/o British Consulate-General, 845 Third Avenue, New York, 10022, USA. Tel. Plaza 2-8400.

Exhibitions and Fairs

Preparations for British Week Tokyo show all ingredients for success

By Ben Thorne, Director, British Week Office of the British Embassy, Tokyo

WITH NINE months to go and so much yet to be finally arranged, it is perhaps early to predict a large-scale success for British Week in Tokyo. But all the ingredients are there and all of us most closely concerned believe that we can achieve the right mix.

We have the world's largest city, in the country with the fastest rate of growth, as our venue. This British Week promises to be the largest ever, catering for the most diverse interests. It may well prove to be the largest export promotion we have ever mounted anywhere. To an even greater extent than in other Weeks, a principal objective will be to focus the attention of British exporters of all products on this market. Japan has a reputation for being difficult. We hope to persuade people that the difficulties are not that great and the potential rewards, in many fields, are enormous.

Certainly the massive effort by the Board of Trade and the British National Export Council's Asia Committee to encourage participation is paying off. British exporters are showing themselves keen to participate. In addition, the goodwill shown by all parts of the official and commercial community in Tokyo could not be more generous. Therefore, natural disasters excepted, I predict a major success and would like to explain in more detail how the Week is being shaped.

Emphasis on department stores

A feature of the Tokyo (and, indeed, Japanese) retail scene is the dominance of the department stores although one must acknowledge the growing importance of supermarkets when thinking of imported foodstuffs. It shows that although department stores represent 1 in 7,000 of the total retail outlets, they account for over 11 per cent of Japan's total retail sales, amounting in 1967 to £1,300 million. They are also the leading retailers of imported consumer goods reputedly accounting for 70 per cent of sales. We are therefore concentrating on these stores, and have already obtained the co-operation on the major stores in our target areas in mounting sales promotions based on exhibitions illustrating many of the facets of Britain.

Tokyo's department stores are specialists in exhibitions. Indeed, a unique aspect of the Japanese department store is the amount of floor space it devotes to cultural and semi-cultural activities, such as art exhibitions and folkcraft displays, and the way in which it supports the country's leading artists and craftsmen by display and sale of their work. It also provides restaurants for customers, a rooftop playground for children and attractive girls whose job it is to stand at the foot or head of escalators to welcome customers. So it is very much a place for the family to visit, especially at weekends or on holidays. Any Sunday in a Tokyo department store is rather like the Christmas rush in Oxford Street.

Despite the need to use these massive outlets, we are not ignoring the supermarkets, which handle wide ranges of imported foods, or the speciality shops such as high class tailors. They will also be helped to feature British products in a big way.

New buying

There is every sign that the major retailers are keen to find and sell attractive new lines for British Week as well as to promote existing brands and ranges. The results of detailed research on the market for most consumer products; on the structure of the department stores and supermarkets; on retail outlets in central Tokyo; and a great deal of other information has already been published by the Board of Trade's Export Services Branch. Many British firms have shown themselves eager to benefit by this research, but there is plenty of room for more. The system of distribution, which has been fully described elsewhere means that careful attention has to be paid to the finding of the right agent or distributor for newcomers. Much work on this front has been done to help many new firms to enter the market. Export Services Branch and the Commercial Department of the Embassy are still ready to help others to exploit the opportunities.

There are, of course, other ways of exploiting the buying interest. Several of the major department stores have London buying agents through whom contact can be made. There are London merchant houses with direct access to the Japanese market and the major Japanese trading companies have London offices.

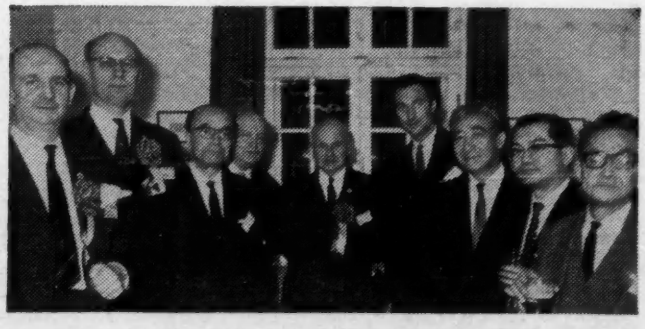
The Embassy and the British National Export Council are considering the possibility of inviting (inward) groups of buyers to London very soon. And, most important, a visit to the market can still be arranged, perhaps as a member of one of the BNEC sponsored outward missions still to come.

Product group missions

In Japan, great emphasis is placed on personal contact. It has therefore been a calculated act of policy for BNEC and the Embassy to encourage an unprecedented number of trade missions to Japan, both in connection with British Week and also in the context of the general development of Anglo-Japanese trade. Already this year we have had such diverse missions as Furniture, Clothing, Business

(*Continued on next page*)

Mr. Ben Thorne, director, British Week Office (right), with (left to right) Mr. H. A. H. Cortazzi, commercial counsellor, British Embassy; Mr. D. W. N. Landale, director, Jardine, Matheson & Co. (Japan) Ltd., and chairman of the British Chamber of Commerce; Mr. Michael Montague, chairman, BNEC Committee for Exports to Asia; and Mr. W. T. Pearce, director, Trade Fairs Branch, Board of Trade, are pictured following a discussion of plans for British Week, Tokyo, which takes place in October of this year.



A number of trade missions are yet to visit Japan. Missions which have already visited the country have included such products as furniture, clothing, business equipment, antiques and fine arts, toys, books, newspapers and periodicals, food and drink and pottery, as well as missions from the London buying houses and the Birmingham and Coventry Chambers of Commerce. In the course of the next few months there will be displays of men's, women's and children's clothing and of furniture. The picture shows members of the Irish Linen Guild Mission to Japan in November at a reception at the British Embassy in Tokyo.

BRITISH WEEK, TOKYO, *continued*

Equipment, Antiques and Fine Arts, Toys, Books, Food and Drink, Pottery, Irish Linen, London Buying Houses, Newspapers and Periodicals and the Birmingham and Coventry Chambers of Commerce.

After a breather over Christmas, the 'friendly invasion' continues with displays of Children's Clothes, Furniture, and Men's and Women's Clothing, and further trade missions from a wide range of industries. In all, there will have been upwards of 40 missions in the 12 months ending June 30, 1969. Businessmen do not always travel in groups. We have also been happy to receive many individual callers and, we hope, to assist them.

Capital goods

So far, I have dealt with consumer goods, but the atmosphere generated by a British Week can assist interests outside the field of consumer goods. Already, the aerospace, and scientific instrument industries are arranging trade exhibitions in Tokyo during the Week. The BNEC Asia Committee has set up an Industrial Participation Group to find other ways of extracting the maximum advantage from the occasion and a reciprocal group, consisting of already established British interests, has been set up in Tokyo as a sub-committee of the British Week Executive Committee.

In addition, the atmosphere created can be used to advantage by British shipping companies, airlines and others who make considerable contributions to our invisibles. They all show every sign of being alert to the opportunity.

Supporting events

The emphasis in any British Week must be placed on the commercial aspects. But its success is based on the ability to generate intense publicity of a kind that simply could not be purchased directly. Therefore, without supporting events it would be impossible to have the essential news value or the gay and carefree atmosphere that is conducive to consumer buying.

Much of the programme is still in the planning stages, and the planning is made more difficult by the high cost of bringing any major event from Britain to Japan. Despite this, NHK, the Japanese equivalent of the BBC, has sponsored, in conjunction with the British Council, a series of concerts by the London Philharmonic Orchestra; there are hopes for performances by a world-famous soloist and a ballet company.

On the lighter side, there should be rugby and soccer matches; negotiations on a golf competition look promising; several military bands will be on parade; a Fashion Spectacular is in hand, featuring the best of British fashion presented in a swinging manner; and Tokyo will also see up to 10 London double-decker buses plying through the centre of the city (at a cost to each sponsor of about £3,700). Other more distant prospects include horse-racing, motor racing, ballroom dancing and perhaps some pop.

This programme will be given added spice by the presence of special and glamorous visitors from Britain. The opening ceremony will follow the usual British Week pattern with a member of the British Royal Family present. On this occasion, HRH Princess Margaret, accompanied by Lord Snowdon, has graciously agreed to visit Tokyo for the beginning of the Week. Others will come to maintain the impetus during the middle days and the President of the Board of Trade will come to wind up the proceedings and, incidentally, to be guest of honour at the 21st anniversary luncheon of the British Chamber of Commerce in Tokyo.

Centrepiece exhibition

British Week would not be complete without a central exhibition, and we have been fortunate in obtaining the use of the Nippon Budokan (which translates as "The Hall of Martial Arts"). This splendid polygonal edifice is set in a beautifully landscaped park very near the British Embassy and the Imperial Palace. It is well known to Tokyoites as the site not only of sporting activities such as judo, karate, kendo (Japanese fencing) and aikido (another form of self defence), but also as the place where pop concerts, fashion shows and ballroom dancing championships are held, and is thought of as a desirable place to go to on 'fun' occasions.

The exhibition itself is being planned for the Board of Trade by the Central Office of Information to their usual, and internationally acknowledged, high standards. It will include a wide range of displays angled towards goods that are available in the shops and will emphasise the Britain of today because we still have a rather old-fashioned image in the eyes of most Japanese.

Within the same fine park is another modern building, the Science Museum. Its ground floor will house the special capital goods trade show to which I have earlier referred. Thus, within this park area we hope, with bands and buses, exhibitions and tasteful decorations, to create a really exciting British occasion in the heart of Tokyo.

Publicity

It is still early to start the all-out publicity campaign aimed at the man in the street and the main effort is towards obtaining the support and sympathy of the business and official worlds.

A very satisfactory rate of trade press coverage is being obtained for the many missions. A newsletter, with a circulation in excess of 1,000 is being issued at regular intervals to all interested businessmen and officials. Specially commissioned Christmas cards, pocket calendars and showcards have been sent to our contacts.

Two British Week films, Rank's 'The Hard Sell' and the Board of Trade's 'The Friendly Invasion' have been proving useful in the first stage of the campaign, where the main problem has been to convey the concept and impact of a major British Week through the language barrier to local interests. The BNEC film 'Miracle Market,' a 30-minute production in colour which was shot in Tokyo last year, is also proving popular among local businessmen despite the fact that it was designed for their British counterparts.

When the time comes, I trust that the shops will be bulging with British goods and that a carefully built up publicity campaign, based on the wide range of attractions and events, will focus the eyes of Tokyo's 11 million citizens on those goods. A formidable effort is being made by officials and businessmen, in Britain and Tokyo, to ensure that this British Week is not only an 'instant success' but that it paves the way for fuller and better trading with Japan. If you have not yet tried to take advantage of this opportunity, it is not yet too late.

Note:

A series of articles on different aspects of trading with Japan, previously mentioned in a Special Supplement of the *Export Service Bulletin* entitled 'British Week Tokyo', which was published on June 17, 1968 are obtainable free of charge from Export Services Branch.

The leaflets cover the following subjects: (1) Doing Business, (2) The Economy, (3) Distribution, (4) Language Problems, (5) Import Control, (6) Establishment – Capital Investment, Branches and Licensing Agreements, (7) Industrial Property, (8) Taxes.

Inquiries to the Export Services Branch, Board of Trade, Room CO 7, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146, Telex No. 886143).

Lists of Japanese department stores (and their London buying houses) and supermarkets and specialized and other smaller shops within the British Week target area are obtainable from Export Services Branch (Ext. 562). Lists of London merchant houses trading with Japan and Japanese trading companies with London offices may be obtained from Export Services Branch (Ext. 245).

Mr. Ben Thorne, director of the British Week Office in Tokyo, the author of this article, will be at the meeting of the London Steering Committee for British Week Tokyo headed by Mr. Michael Montague, chairman of BNEC Asia committee, to be held at the Connaught Rooms, London, on January 22. The meeting will be immediately followed by a press conference at which Lord Brown, Minister of State, Board of Trade, will be the principal speaker. A full report of the meeting will be given in the Board of Trade Journal *of January 31.*

Sao Paulo exhibition: Prince Philip will be patron

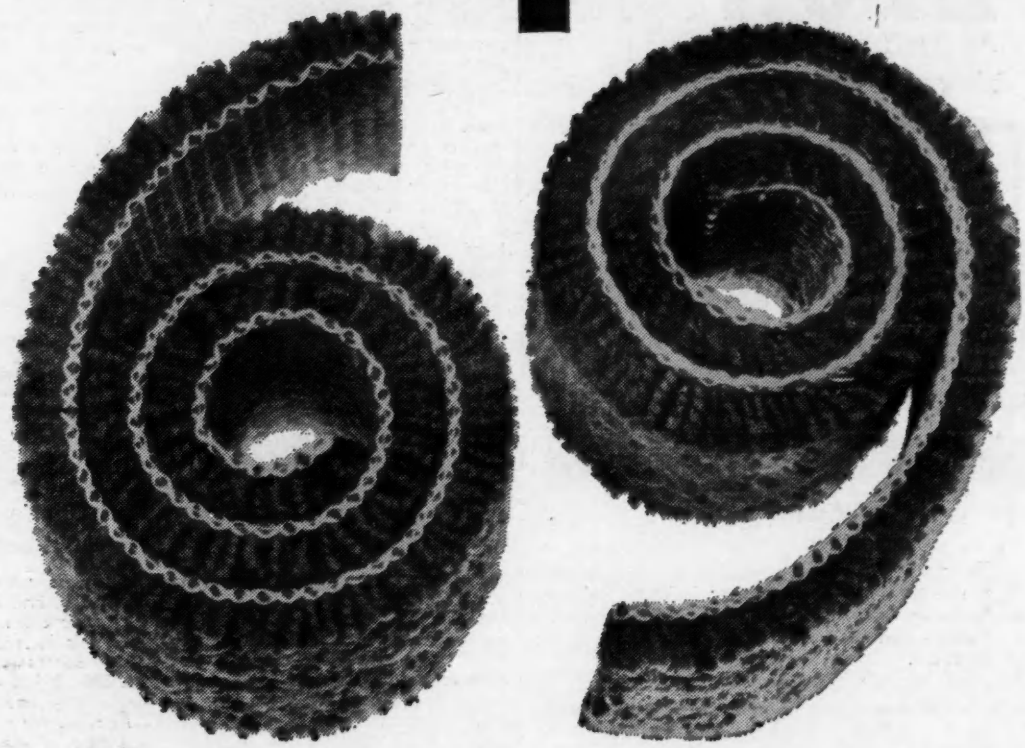
HRH Prince Philip, Duke of Edinburgh, has granted his patronage to the British Industrial Exhibition in Sao Paulo, Brazil (March 5 to 16).

During his recent visit to Brazil, Prince Philip presided over a special press conference held in Sao Paulo on the exhibition which was extensively reported by the Brazilian Press. At the end of his address to the conference, the Duke of Edinburgh said: 'I hope it will introduce many British companies to the immense potential of Brazil, and I hope it will demonstrate to many Brazilians the range and capacity of modern British industry.'

The British Industrial Exhibition is sponsored by BNEC-Latin America with financial support from the Board of Trade, and organized by Industrial and Trade Fairs International Ltd. Over 300 companies will be participating in the exhibition, which is estimated to cost over £850,000 and will be the largest single British export promotion of 1969.

A wide range of forgings and castings made by companies in the GKN Group is assembled and packed at the Bromsgrove factory of Garringtons Ltd., for shipment to Brazil. They will be among the group's exhibits at the British Industrial Trade Exhibition to be staged, with Board of Trade financial support, at Sao Paulo, Brazil, from March 5 to 16.

Carpex



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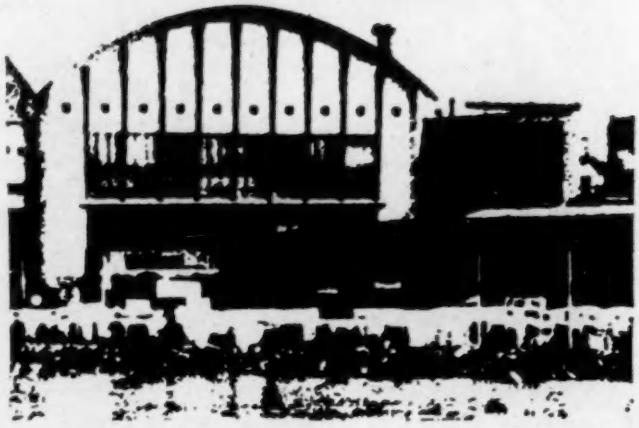

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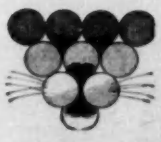

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Following their participation in the International Transport Exhibition in Ostrava, Czechoslovakia, Lansing Bagnall were awarded a medallion and certificate for the 'most advanced design product on display'. This was the Lansing Bagnall pallet transporter model POEP 2. Picture shows Mr. A. R. Wright, group marketing director (extreme right), receiving from Mr. Brian Forsyth (second from left), of Mechanical Handling Consultants Ltd., the medallion and certificate. Looking on are Mr. E. H. Wheeler, Lansing Bagnall's overseas sales director (extreme left), and Mr. Rudy Staudinger (second from right), of Mechanical Handling Consultants Ltd.

Mr. Isao Imaida, chief editor of a Tokyo fashion magazine group and director of Japan's largest fashion college, arrived in London last week accompanied by 120 other Japanese connected with his magazines and fashion college. Mr. Imaida is interested in British Week in Tokyo and wishes to ensure that his magazines provide their readers with up-to-date news of the British fashion scene. 'We in Japan are now very conscious of the leading part London plays in the international world of fashion,' he said. He was greeted on arrival in London by Mr. Michael Montague, chairman of BNEC Asia; Mr. Douglas Lewis, director of the Clothing Export Council; and Lord Redmayne, customer relations director of Harrods.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Success for British branded goods at Tokyo store promotion

A BRITISH branded goods fair, accompanied by full-scale advertising in all the leading newspapers, has recently been held by Isetan, one of the larger department stores in Tokyo, as a curtain-raiser to their participation in the British Week in October.

This event, with its emphasis on the sale of consumer goods, shows a new attitude on the part of the large Japanese department stores, whose traditional displays and exhibitions are usually of a cultural nature.

Isetan serves customers in the middle and upper income brackets, and handles the whole range of consumer goods, with some specialization in goods for younger people, particularly clothing. It is estimated that imported goods represent about 5 per cent of total sales. British goods probably account for about 35 per cent of sales of imported goods, in the following order of value:

(i) foodstuffs, including whisky;
(ii) men's suitings;
(iii) domestic heating equipment (predominently kerosene stoves);
(iv) toys and sports goods (chiefly sports clothing);
(v) sundry goods, including knitwear, shoes, shirtings and giftware.

The results of the fair provide a happy augury for the success of the British Week, with turnover 15 per cent more than had been anticipated, and total sales amounting to Y44,900,000 (Y864=£1).

A breakdown of this total is:

Food and drink	Y21,500,000
Men's suiting and clothing .	Y18,300,000
Household goods, including oil stoves	Y2,900,000
Sports goods, women's shoes and others	Y2,200,000

Bearing in mind that Isetan's total sales amounted in 1967 to Y50,395 million (the British share of which was Y862 million), it will be seen why we are optimistic that 1969 will be a record year for British sales in Isetan (and indeed in the other department stores). The atmosphere aroused by the British Week will be extremely conducive to buying, and Isetan will probably be sending a team of buyers to the United Kingdom specially to stock up for British Week.

Business equipment sales drive

GREAT BRITAIN'S multi-million pound office equipment industry is planning a maior sales effort through home and overseas exhibitions and trade fairs in 1969. The Business Equipment Trade Association, representing most United Kingdom manufacturers and marketing companies in this field, announced that this year's programme would include the 62nd National Business Efficiency Exhibition at Olympia, London, in October and BETA-sponsored joint British stands, organized in conjunction with the Board of Trade, at the Lyons International Fair, the Hanover Fair and the Moscow International Printing Exhibition – all valuable springboards for export sales.

OVERSEAS COMMERCIAL POSTS

Over 200 *official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of December* 20 *issue.*

International motor sport successes help car exports

TRIBUTE to the very practical help given the British motor industry by the 'reflected glory' of international motor sport successes was paid by Sir George Harriman, president of the Society of Motor Manufacturers and Traders and chairman of British Leyland Motor Corporation, at a press conference in London on the International Racing Car Show, Olympia (January 8 to 18).

'British-based racing organizations, like Brabham and McLaren, and British companies like Lotus, Cooper and BRM are known throughout the world,' said Sir George. 'Competition drivers like Graham Hill, John Surtees, Paddy Hopkirk and Roger Clark are as much representatives of the British motor industry as they are sportsmen.'

Sir George went on to point out that in rallying too we had competed successfully against the rest of the world, and gained victories in events on all continents and in all climates. British designed and inspired cars had swept the motor sport world

There was no doubt that this had contributed to the sales of British cars throughout the world in no small way.

'From its small start in 1960,' said Sir George 'the International Racing Car Show has grown under the guidance of the British Racing and Sports Car Club to become the most important event of its type in the world. Foreign buyers and British enthusiasts will all be able to examine products designed specifically to give normal motoring an "extra something" as well as the cars, components and accessories with proven records of success on the racing and rallying circuits of the world.'

The show was opened on January 8 by Mr. Colin Chapman, executive chairman of Group Lotus Car Companies Ltd.

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EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1 (Newcastle 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D de M Guilfoyle, OBE, City House, Leeds, 1 (Leeds 38232 - Telex Econ Plan 55472 - message to be prefixed For COI).

NORTH MIDLAND: Mr J. W Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham (Nottingham 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (Cambridge 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Summer Street, London, S.E.1 (Waterloo 2371 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading (Reading 55621 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, BS1 2NE (Bristol 21071 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (Birmingham Mid 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1 (Deansgate 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C3 (Central 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place (Cardiff 30441 – Telex 49327).

Toronto public works show 'an unqualified success' for British group

A report from the British Government Office, Toronto

A BRITISH group exhibit by 11 manufacturers was a highlight of the Construction and Public Works Show/Municipal Equipment Show which was held at the Exhibition Park, Toronto, December 9-12.

Sponsored by the Canadian Construction Association, and actively supported by other trade groups and Government departments, this show, held every two years, is a major market-place for the wide range of machinery, equipment and materials which serve the special needs of the construction industry in Canada.

The joint British venture by the Board of Trade and the Buildings Material Export Group was given prominence in the local trade and business press as well as in the large dailies and from the platform during the official opening ceremonies.

The British exhibit included well diversified individual displays of road rollers and graders, scaffolding, pressed steel and Perspex sanitaryware, PVC pipe, floor insulation, stair edging, earth moving equipment, diesel engines, compressors and generators, power tools and electric concrete breakers.

The British stand was designed by CoI and, in addition to individual booths, included an information centre and private office which our exhibitors could use for confidential discussions with prospective buyers. British products exhibited elsewhere in this show included concrete scrabblers and demolition tools, grinding machines, diesel welders and generators.

Looking at a section of the British group exhibit at the Construction and Public Works Show/Municipal Equipment Show, Toronto, left to right: Mr. D. Hunter, president of Maclean-Hunter Limited (show organizer); Mr. A. W. Purdy, president, Canadian Construction Association, who opened the show; Mr. Geoffrey Jackson, Senior Trade Commissioner and Head of Post, British Government Office, Toronto; and one of the Canadian hostesses at the show.

The general opinion of the British exhibitors at the conclusion of the show was that it had been an unqualified success and that they were already thinking of increased space in 1970.

Exhibitors generally were delighted with the excellent attendance throughout the four days. Preliminary figures indicate over 7,000 visitors – up more than 50 per cent on 1966. Good weather, improved presentation by the show organizers and increasing recognition by contractors of the importance of the show as the industry's shop-window all contributed to its success.

Over 200 manufacturers, Canadian, British, United States, European and Japanese took part in the show which was housed in the Industry Building, with adjacent outdoor area providing excellent space for the display and demonstration of cranes and other large pieces of equipment. To underline the importance of an adequate supply of skilled tradesmen, the Ontario Government Department of Labour, in conjunction with various trade associations, sponsored 'Craftsmanship through Apprenticeship,' live demonstrations of various construction and building trades.

Construction in Canada is expected to reach a value of $1,350,000,000 in 1969, with manufacturers' construction rising by 14 per cent and that of electric power companies by 11 per cent. Strength is also anticipated in housing, with particular emphasis on high-rise multiple dwellings.

See the world's best-selling hardware

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Olympia London January 27-31

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Imports from Japan: Quotas for 1968 and 1969

IT WAS ANNOUNCED in the *Board of Trade Journal* of January 3, page 33, that as a result of negotiations in London, Japanese exports to the United Kingdom of certain items would be liberalized and that quotas would be increased on those items remaining subject to control.

The tables below give further particulars of the items to be liberalized and set out the quotas for 1968 and 1969. Where quotas are expressed in £ sterling the 1968 quota figures have been increased to take account of devaluation as well as the additional quota.

Because agreement was reached so late in the year, special arrangements have been made for a carry-over of the 1968 increases on the following basis:

(a) The increase in spun yarn of man-made fibres (ex 56.05) and all increases in other items which do not exceed 10 per cent of the 1969 quota may be added to the 1969 quota;

(b) All other increases carried forward in excess of 10 per cent of the 1969 quota may have the increase added to the 1969 quota subject to a maximum of 10 per cent of that quota and the balance added to the 1970 quota; and

(c) In the case of cotton goods the above formula will apply except that any carry-forward from 1968 in respect of the devaluation adjustment can be used at any time in the first half of 1969, but not thereafter.

The 1967 quotas are given for purposes of comparison; in the case of the textile items these quotas covered also the items now liberalized.

Inquiries arising from this announcement may be made to the Commercial Relations and Exports Department, Board of Trade, Room 326, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Exts. 3457, 2123 or 2243).

Anglo-Japanese commercial negotiations, 1968. Items for liberalization

BTN No.	Description
ex 50.09	Woven fabrics wholly or mainly of silk or of waste silk, other than noil, exceeding 30 centimetres in width.
ex 56.06	Yarn of man-made fibres (discontinuous or waste) put up for retail sale.
ex 60.05	Other articles wholly or mainly cotton, for household use, knitted or crocheted, not elastic or rubberized, including such articles as bedcovers, face cloths, dish and floor cloths, dusters, hot water bottle covers, shopping bags.
ex 61.01	Men's and boys' outer garments wholly or mainly of silk.
ex 61.02	Women's, girls' and infants' outer garments wholly or mainly of silk.
ex 61.03	Men's and boys' under garments including collars, shirt fronts and cuffs, wholly or mainly of man-made fibres or silk.
ex 61.04	Women's, girls' and infants' under garments wholly or mainly of man-made fibres or silk.
ex 61.05	Handkerchiefs wholly or mainly of silk.
ex 61.06	Shawls, scarves, mufflers and the like, wholly or mainly of silk.
ex 61.07	Ties' bow-ties and cravats, wholly or mainly of man-made fibres or silk.
ex 61.08	Collars, tuckers, fallals, fronts, jabots, cuffs, flounces, yokes and similar accessories and trimmings for women's and girls' garments, wholly or mainly of man-made fibres or silk.
ex 61.09	Corsets, corset belts, suspender belts, brassieres, braces, suspenders, garters and the like, wholly or mainly of woven man-made fibres or silk or wholly or mainly of cotton or man-made fibres when knitted or crocheted.
ex 61.10	Woven gloves, mittens and mitts, wholly or mainly of man-made fibres or silk.
ex 61.11	Made up accessories for articles of apparel (e.g. dress shields, shoulder and other pads, belts, muffs, sleeve protectors, pockets, removable linings) wholly or mainly of man-made fibres or silk.
ex 40.07	Vulcanised rubber thread and cord textile covered.
ex 50.09	Woven fabrics wholly or mainly of silk, or of waste silk, other than noil, not exceeding 30 centimetres in width.
ex 58.07	Chenille yarn, gimped yarn, braids and ornamental trimmings in the piece, tassels and the like.
*ex 58.08	Tulle and other net fabrics (but not including woven, knitted or crocheted fabrics) plain (excluding nets and netting, knotted, of yarn.)
* 58.09	Tulle and other net fabrics (but not including woven, knitted or crocheted fabrics), figured; hand or mechanically made lace; in the piece, in strips or in motifs.
*ex 58.10	Embroidery in the piece, in strips or in motifs.
ex 59.06	Shoe laces.
ex 59.13	Elastic fabrics and trimmings (other than knitted and crocheted goods) not exceeding 30 centimetres in width, excluding those wholly or mainly of cotton or man-made fibres.
ex 59.16	Transmission, conveyor or elevator belts or belting whether or not strengthened with metal or other material, not exceeding 30 centimetres in width, excluding those wholly or mainly of cotton.
ex 59.17	Cords and braids, excluding those wholly or mainly of cotton.
†ex 60.01	Knitted or crocheted fabrics, not elastic or rubberized, wholly or mainly of cotton or wool other than net fabric and fabric resembling lace.
*ex 60.01	Knitted or crocheted net fabric and fabric resembling lace, not elastic or rubberized.
ex 60.02	Gloves, mittens and mitts, knitted, netted or crocheted, not elastic or rubberized, wholly or mainly of cotton, man-made fibres or wool.
ex 60.06	Knitted or crocheted fabrics and articles of apparel, elastic or rubberized (including elastic kneecaps and elastic stockings), including shaped parts thereof, wholly or mainly of cotton or wool.
ex 62.05	Other made-up textile articles, being narrow fabrics not exceeding 30 centimetres in width, excluding those of cotton.

*Liberalization conditional on prior conclusion of a satisfactory inter-industry agreement.
†To be transferred to Watch List system until 31st December, 1970.

(Continued on next page)

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.2* (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list is given on page* 90 *of this issue.*

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INTERNATIONAL TRADE CENTRE - PUBLICATIONS

Through its 'Publications Programme' the International Trade Centre UNCTAD/GATT helps to make expertise available to the developing countries in the field of export promotion. Pamphlets produced so far include 'Market Surveys: A Bibliography by Products and Countries', 'Manual on Export Marketing Research for Developing Countries' and others. A guide for developing countries on the compilation of basic export market information is being prepared. The Centre also publishes a quarterly magazine, 'Forum', with an intermediate trade supplement. Inquiries about these publications should be addressed to the GATT Secretariat, Villa le Bocage, Palais des Nations, 1211, Geneva 10, Switzerland.

Information about the Trade Centre and its work may be obtained from the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2438).

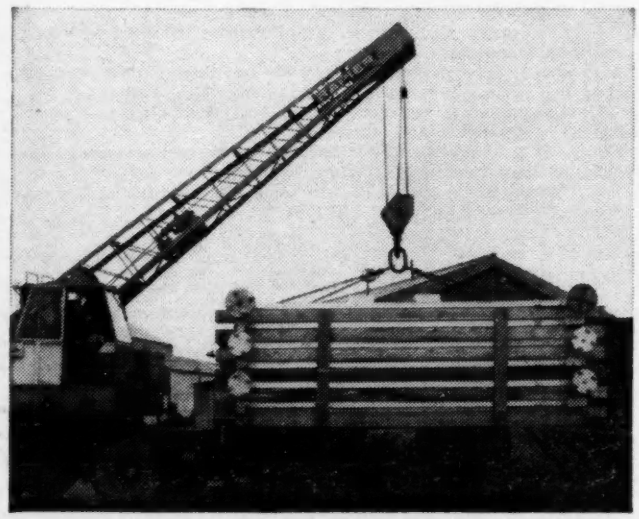
Items subject to Japanese voluntary export control, 1968 and 1969

Item	Quotas 1967	Quotas 1968	Quotas 1969	BTN No.	Definition
Cotton yarn, except for re-export	100,000 lbs.	101,000 lbs.	102,010 lbs.	ex 52.01	Metallized yarn, being cotton yarn spun with metal or covered with metal by any process.
				55.05	Cotton yarn, not put up for retail sale.
				55.06	Cotton yarn, put up for retail sale.
Spun yarn of man-made fibres	£35,000	£44,345	215,000 lbs.	56.05	Yarn of man-made fibres (discontinuous or waste) not put up for retail sale.
Woven cotton fabrics, except for re-export	7,770,000 sq. yds.	7,847,700 sq. yds.	7,926,177 sq. yds.	ex 52.02	Woven fabrics of metal thread or of metallized yarn, of a kind used in articles of apparel, as furnishing fabrics and the like, of cotton.
				ex 55.07	Cotton gauze.
				ex 55.08	Terry towelling and similar terry fabrics of cotton.
				ex 55.09	Cotton fabrics other.
				ex 58.04	Woven pile fabrics and chenille fabrics, wholly or mainly of cotton (other than terry towelling and similar terry fabrics of cotton falling within heading 55.08 and fabrics falling within 58.05).
				ex 59.13	Elastic fabrics and trimmings (other than knitted or crocheted goods) exceeding 30 centimetres in width or woven fabrics wholly or mainly of cotton.
Woven man-made fibre fabrics, except for re-export	5,000,000 sq. yds.	6,000,000 sq. yds.	7,000,000 sq. yds.	ex 51.04	Woven fabrics of man-made fibres (continuous) including woven fabrics of monofil or strip of headings 51.02 and 51.01.
				ex 52.02	Woven fabrics of metallized yarn of man-made fibres of a kind used in articles of apparel, as furnishing fabrics, or the like.
				ex 56.07	Woven fabrics of man-made fibres (discontinuous or waste).
				ex 58.04	Woven pile fabrics and chenille fabrics of man-made fibres (other than terry towelling and similar terry fabrics within heading 55.08 and fabrics falling within 58.05).
				ex 59.13	Elastic fabrics and trimmings (other than knitted or crocheted goods) exceeding 30 centimetres in width, of woven fabrics of man-made fibres.
Woven wool fabrics	800,000 sq. yds.	1,000,000 sq. yds.	1,200,000 sq. yds.	53.11	Woven fabrics of sheep's or lamb's wool or of fine animal hair.
Knitted fabrics of man-made fibres and apparel (excluding gloves) of knitted, netted, or crocheted material of cotton, wool or man-made fibres (including stockings and socks).	£800,000	£1,067,000	£1,227,000	ex 60.01	Knitted or crocheted fabric, not elastic nor rubberized, wholly or mainly of man-made fibres other than net fabric and fabric resembling lace.
				ex 60.03	Stockings, under stockings, socks, ankle-socks, sockettes and the like, knitted or crocheted, not elastic nor rubberized, wholly or mainly of cotton, man-made fibres or wool.
				ex 60.04	Undergarments, knitted or crocheted, not elastic nor rubberized, wholly or mainly of cotton, man-made fibres or wool.
				ex 60.05	Outer garments, knitted or crocheted, not elastic nor rubberized, wholly or mainly of cotton, man-made fibres or wool, and including such minor articles of apparel as shawls, mufflers, scarves and the like.
				ex 60.06	Knitted or crocheted fabrics and articles of apparel, elastic or rubberized (including elastic knee-caps and elastic stockings) including shaped parts thereof, wholly or mainly of man-made fibres.
Knitted gloves, other than gloves knitted to shape	£185,000	£230,000	Liberalization		
Outer garments (excluding gloves) of woven man-made fibre fabrics: handkerchiefs, shawls, scarves and mufflers except those of cotton, silk or linen			£2,709,000	ex 61.01	Men's and boys' outer garments wholly or mainly of man-made fibres.
				ex 61.02	Women's, girls' and infants' outer garments wholly or mainly of man-made fibres.
				ex 61.05	Handkerchiefs (except those of cotton, silk or linen).
				ex 61.06	Shawls, scarves, mufflers and the like (except those of cotton, silk or linen).
Outer garments (including gloves), underwear, handkerchiefs, shawls, scarves and mufflers of woven cotton fabrics.	£2,100,000 of which not more than £333,000 for cotton	£2,748,500 of which not more than £392,500 for cotton	*Cotton Goods* Arrangements have been made for the regular exchange of information about the rate of Japanese exports to the U.K. with a view to containing the level of trade opportunities in 1969 within the level of 1968	ex 61.01	Men's and boys' outer garments wholly or mainly of cotton.
				ex 61.02	Women's, girls' and and infants' outer garments wholly or mainly of cotton.
				ex 61.03	Men's and boys' undergarments including collars, shirt fronts and cuffs, wholly or mainly of cotton.
				ex 61.04	Women's, girls' and infants' undergarments wholly or mainly of cotton.
				ex 61.05	Handkerchiefs wholly or mainly of cotton.
				ex 61.06	Shawls, scarves, mufflers and the like, wholly or mainly of cotton.
				ex 61.07	Ties, bow-ties and cravats, wholly or mainly of cotton.
				ex 61.08	Collars, tuckers, fallals, fronts, jabots, cuffs, flounces, yokes and similar accessories and trimmings for women's and girls' garments, wholly or mainly of cotton.
				ex 61.09	Corsets, corset belts, suspender belts, brassieres, braces, suspenders, garters and the like, wholly or mainly of woven cotton.
				ex 61.10	Gloves, mittens and mitts of textile materials, wholly or mainly of woven cotton.
				ex 61.11	Made up accessories for articles of apparel (e.g. dress shields, shoulder and other pads, belts, muffs, sle eve protectors, pockets, removable linings) wholly or mainly of cotton.
Lace and lace net and embroidery of all types	£64,000	£80,000	Liberalization Subject to inter-industry talks		
Industrial goods of cotton	£77,700	£91,600	606,000 sq. yds.	ex 59.07	Textile fabrics coated with gum or amylaceous substances, of a kind used for book covers and the like, tracing cloth, prepared painting canvas, of cotton.
				ex 59.08	Textile fabrics impregnated with or coated with preparations of cellulose derivatives or of other artificial plastic materials, of cotton.
				ex 59.09	Textile fabrics coated or impregnated with oil preparations with a basis of drying oil, of cotton.
				ex 59.11	Rubberized textile fabrics, other than rubberized knitted or crocheted goods, of cotton.
				ex 59.12	Textile fabrics otherwise impregnated or coated, of cotton.
				ex 59.15	Textile hosepiping and similar tubing, with or without lining, armour, or accessories of other materials, of cotton.
				ex 59.16	Transmission, conveyor or elevator belts or belting whether or not strengthened with metal or other material, of cotton.
				ex 59.17	Textile products and textile articles of a kind commonly used in machinery or plant, of cotton.

(Continued on next page)

IMPORTS FROM JAPAN, *continued*

Item	Quotas 1967	Quotas 1968	Quotas 1969	BTN No.	Definition
				ex 62.05	Other made-up textile articles (dress patterns, garment bags, flat protective sheets, packing cloths, cheese cloths) and the like, of cotton, and articles of cotton made up from narrow fabrics not exceeding 30 centimetres in width.
Narrow fabrics of all types and articles made therefrom	£96,000	£128,000	£147,000	58.05	Narrow woven fabrics and narrow fabrics (bolduc) consisting of warp without weft assembled by means of an adhesive, other than goods falling within 58.06.
				ex 58.06	Woven labels, badges and the like, not embroidered, in the piece or in strips, or cut to shape or size.
				ex 59.13	Elastic fabric and trimmings (other than knitted or crocheted goods) not exceeding 30 centimetres in width, consisting of textile materials combined with rubber threads.
Textile secondary products, wholly or mainly of cotton for household use.	£155,500	£183,300	820,000 sq. yds.	ex 62.01	Travelling rugs and blankets of cotton.
				ex 62.02	Bed linen, table linen, toilet linen and kitchen linen of cotton; curtains and other furnishing articles of cotton.
				ex 62.05	Other made up textile articles of cotton for household use including such articles as shopping, laundry and garment bags and dusters, and articles of cotton made up from narrow fabrics not exceeding 30 centimetres in width.
Nets and netting	£120,000	£160,000	£184,000	ex 58.08	Nets and netting made of yarn.
				ex 59.05	Nets and netting made of twine, cordage or rope, and made up fishing nets of twine, cordage or rope.
Domestic pottery (except articles of Traditional Japanese design).				ex 69.11	Tableware and other articles of a kind commonly used for domestic or toilet purposes of porcelain or china (including biscuit porcelain and parian) not including articles of traditional Japanese design.
(1) Tableware	£200,000	£300,000	£390,000	ex 69.12	Tableware and other articles of a kind commonly used for domestic or toilet purposes of other kinds of pottery not including articles of traditional Japanese design.
(2) Statuettes and ornaments	£225,000	£250,000	£310,000	ex 69.13	Statuettes and other ornaments, articles of furniture not including articles of traditional Japanese design.
				ex 69.14	Other articles not including articles of traditional Japanese design.



One of the 12 special cradles loaded with 22ft. long heat exchanger panels for a methane evaporation plant in Japan which were packed at the Wolverhampton factory of Marston Excelsior Limited by an on-site packing team from J. Hickman and Son (Brierley Hill) Limited. The manufacturers' main problem was keeping the panels flat without any load being placed on them. In addition the method of packing had to be used for two purposes – transport locally to get the panels treated, as well as for shipment abroad. This was solved by the construction of 12 large 'cradles' consisting of a timber base with mild steel and timber uprights fitted with lifting hooks. Each of the 16ft. by 24ft. cradles is capable of housing five or six panels.

Trade between Turkey and the EEC

THE *Journal Officiel des Communautés Européennes* No. L311 dated December 28, 1968, contains the texts of four regulations and a decision affecting trade between Turkey and the European Community. Details of these are set out below:

Regulation (CEE) No. 2124/68 extends the validity to June 30, 1969, of **Regulation (CEE) No. 253/68** which fixes the methods of application of an import system for fresh oranges, fresh clementines and mandarins and fresh lemons, originating in and coming from Turkey.

Regulation (CEE) No. 2125/68 sets up a community tariff quota for certain fruits originating in and coming from Turkey.

Regulation (CEE) No. 2126/68 sets up a community tariff quota for tobacco, raw or unmanufactured, and tobacco refuse, coming under tariff heading 24.01, originating in and coming from Turkey.

Regulation (CEE) No. 2127/68 sets up a community tariff quota for certain textile products originating in and coming from Turkey.

Decision 68/422/CEE amends **Decision 68/4/CEE** regarding quality wines originating in and coming from Turkey, so far as it concerns the period of validity.

Further details of the size, allocation and products covered by the above quotas, all of which are valid for the period January 1, 1969, to December 31, 1969, together with the French texts of the Regulations and Decision, may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Kennedy Round tariff reductions

THE SECOND instalment of reductions implementing the Kennedy Round concessions agreed by the following countries became effective on January 1 (one-fifth of the total reduction):—

Australia, Austria, Canada, Chile, Irish Republic, New Zealand, Peru, Portugal, South Africa, Switzerland, Turkey and the United States.

The United Kingdom made a two-fifth reduction in duty rates on July 1, 1968 and is due to make a further one-fifth reduction on January 1, 1970.

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international engineering journal of the 1970's

MACHINERY LLOYD

INTERNATIONAL REVIEW OF ENGINEERING EQUIPMENT

MARCH 1

ESTABLISHED1929 RELAUNCHED1969

From the March (1969) issue MACHINERY LLOYD becomes the International engineering journal of the 1970's presenting, in a modern and concise form, technical details of new and improved products currently available to users of mechanical, electrical and constructional engineering equipment.

Practical descriptions of a great variety of equipment in an easily read style and layout sustain interest from cover to cover, while the introduction of readers' service cards, a brand new buyers' guide and the extension of the well-known "Business Opportunities" section emphasise the basic function of the new MACHINERY LLOYD—to develop international trade within the engineering industry.

For further information contact D. Nye, Manager, Machinery Lloyd, 161-166 Fleet Street, London, E.C.4. Telephone 01-353 5011

Cuba and Czechoslovakia

A PROTOCOL on the exchange of goods between Cuba and Czechoslovakia in 1969 was signed in Prague on November 29, 1968.

Czechoslovakia will import from Cuba cane sugar, molasses, nickel, copper, chromium, tobacco and tobacco products, tinned fish, citrus fruit and other goods.

Cuba will import from Czechoslovakia complete plants, industrial equipment and machinery, agricultural machinery, metallurgical products, chemicals, cotton textiles and other consumer goods.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877), quoting reference CRE 2696/G.

Hungary and East Germany

A PROTOCOL governing trade in 1969 and providing for a 16 per cent increase over the 1968 trade estimates was signed in Budapest on November 15.

Hungary's exports of machines may rise substantially and increases are anticipated in food products and technical consumer goods.

East Germany's exports of capital goods, chemical products and consumer goods are expected to increase. No other details are available.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

Cyprus and East Germany

A NEW FIVE-YEAR Trade and Payments Agreement between Cyprus and East Germany covering the period 1969 to 1973, was signed in Nicosia on December 6, 1968.

A protocol was also signed to provide for the exchange of goods during the period January 1 to December 31, 1969. The protocol envisages trade between Cyprus and East Germany to the value of £1,100,000 in each direction.

Copies of the agreement, protocol and of the list of goods to be exchanged may be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Italy and Iraq

THE ITALIAN Minister of Foreign Trade has announced that the Trade Agreement with Iraq signed in Baghdad on September 30, 1963 has been tacitly renewed for a further year from December 1, 1968.

A previous notice appeared in the *Board of Trade Journal* of January 12, 1968, page 118. Inquiries should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466 and 467).

Hints to business men booklets

REVISED EDITIONS of the booklets on Australia, Hungary and a new booklet for Burundi/Rwanda have been published in the 'Hints to Business Men' series.

British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.*1 (01-248 9876, *Ext.* 6147).

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757 Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

AUSTRALIA

Civil Aviation Department:
(256/68) Aerials, (Further Information.) E.S.B. 47307/68.*
(1/69) Communications Equipment. January 28. E.S.B. 48609/68.*
(1/69) Water Supply Machinery for Engineering and Water Supply Department. January 30. E.S.B. 48502/68.
(2/69) Construction of Power Station for Hydro-Electric Commission, Tasmania. (Pre-qualification Information.) E.S.B. 48851/68.
Paroo Shire Council:
(2/69) Switchgear, Cabling and Transformers. January 28. E.S.B. 48659/68.
(3/69) Generating Plant. January 28. E.S.B. 48660/68.
(1/69) Silo Extensions for Portland Harbour Trust. February 3. E.S.B. 48601/68.
(2/69) Trains for Victorian Railways. Closing date postponed April 30. E.S.B. 40513/68.*

BOLIVIA

(257/68) Construction of a Milk Processing Plant for Corporacion Boliviana de Fomento. Closing date postponed January 30. E.S.B. 40872/68.*

BRAZIL

(1/69) Reclosers; Sectionalizers, Switches for Companhia Auxiliar de Empresas Electricas Brasileiras. (Further Information.) Tender documents now available. E.S.B. 48027/68.*
(256/68) Cranes for Ports and Waterways Department. February 24. E.S.B. 48230/68.*

BURMA

(1/69) Wood Turning Lathe for Directorate of Technical Education. January 31. E.S.B. 48613/68.*
(1/69) Starter; Fuse Carrier for Ministry of Defence. January 30. E.S.B. 48608/68.*
(2/69) Paper Machine Rolls for Paper Factory and Chemical Industries Board. February 15. E.S.B. 48684/68.*
People's Electro-Mechanical Services:
(1/69) Test Kit. February 11. E.S.B. 48279/68.*
(2/69) Relay Tester. February 11. E.S.B. 48712/68.*
People's Oil Industry:
(1/69) Cylinders. February 15. E.S.B. 48295/68.*
(1/69) Rubber; Felt. February 15. E.S.B. 48278/68.
(2/69) Pump Spare Parts, February 28. E.S.B. 48683/68.*
Public Works Corporation:
(1/69) Transparent Roofing Sheets. January 24. E.S.B. 48603/68.*
(1/69) Plastic Sheets. January 23. E.S.B. 48605/68.*
(1/69) Caulking Compound. January 27. E.S.B. 48280/68.*
(1/69) Steel Bars. February 5. E.S.B. 48281/68.*
(2/69) Wire. (Further Information.) Tender documents now available. E.S.B. 46777/68.*
(1/69) Construction of Reservoirs and Pipelines for Ministry of Local Government. (Further Information.) Tender documents now available. E.S.B. 47042/68.*
(2/69) Filtering Screens for Sri Lanka Sugar Corporation. January 25. E.S.B. 48724/68.*
(256/68) Mild Steel Plates for Tender Board. March 4. E.S.B. 48185/68.

COLOMBIA

(1/69) Vehicles for Departmento de Caldas. January 31. E.S.B. 48616/68.
Empresas Publicas de Medellin:
(1/69) Communications and Sub-station Equipment. February 17. E.S.B. 48615/68.
(2/69) Communication Equipment; Lighting Equipment; Sub Stations; Relays. February 17. E.S.B. 48617/68.
(3/69) Television Equipment for Instituto Nacional de Radio y Television. February 3. E.S.B. 48749/68.
(2/69) Laboratory Equipment for Secretaria de Obras Publicas del Departmento February 5. E.S.B. 48626/68.

GERMANY, FEDERAL REPUBLIC OF

(256/68) Construction of Building for Deutsche Messe u Ausstellungs A.G. (Advance Information.) January. E.S.B. 48212/68.

GREECE

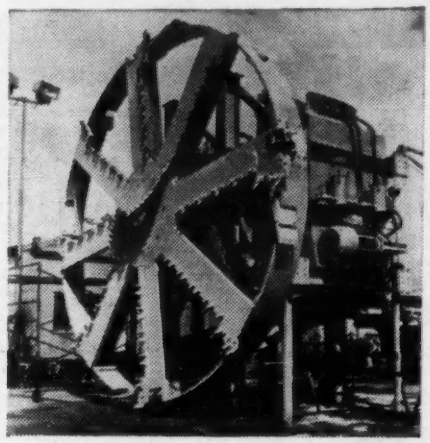
(256/68) Earthing Apparatus for Public Power Corporation. January 22. E.S.B. 48195/68.

HONG KONG

(3/69) Plugs and Sockets for Controller of Stores. February 7. E.S.B. 48879/68.*
(256/68) Floating Oil Booms for Central Tender Board. January 24. E.S.B. 48208/68.*
Tender Board, Colonial Secretary:
(256/68) Manhole Covers and Frames. January 24. E.S.B. 48209/68.*
(2/69) Switchboard. February 7. E.S.B. 48210/68.*

INDIA

Bhabha Atomic Research Centre:
(256/68) Lithium Drifted Germanium Detector. February 5. E.S.B. 48171/68.
(256/68) Kelvin Bridge. February 6. E.S.B. 48172/68.
(256/68) Potentiometer Recorder. February 6. E.S.B. 48173/68.
(256/68) Microphotometer. February 11. E.S.B. 48174/68.
(256/68) Projector. February 11. E.S.B. 48175/68.
(256/68) Calculator. February 12. E.S.B. 48176/68.
(256/68) Scintillation Camera Head Unit. February 3. E.S.B. 48167/68.*
(256/68) Ultrasonic Flow Detector. February 5. E.S.B. 48168/68.
(256/68) Vibration Test Equipment. February 4. E.S.B. 48169/68.*
(256/68) Moisture Eliminator Assembly. February 5. E.S.B. 48170/68.*
(256/68) Spectrographic Source Unit. February 12. E.S.B. 48177/68.
(256/68) Calculating Machine. February 6. E.S.B. 48178/68.



BSP-Calweld Limited, a company associated with The British Steel Piling Company Limited, of London, obtained an order worth approximately £375,000 to supply two Calweld 20ft. diameter tunnel boring machines for the Rome underground system. The picture shows the boring machine without its shield.

(2/69) Oxygen Tent for Bharat Heavy Electricals Ltd. January 25. E.S.B. 48717/68.*
Damodar Valley Corporation:
(1/69) Coal Handling Plant. (Further Information.) Closing date postponed February 10. E.S.B. 42175/68.*
(1/69) Instrumentation Controls and Accessories. (Further Information.) Closing date postponed February 3. E.S.B. 39445/68.*
(1/69) Water Treatment Plant. (Further Information.) Closing date postponed February 6. E.S.B. 42174/68.*
(2/69) Trimming and Chamfering Machine for Director General of Supplies and Disposals. February 6. E.S.B. 48711/68.*
(3/69) Seamless Stainless Tubes for Fertilizer Corporation of India Ltd. January 24. E.S.B. 48820/68.
(2/69) Rectifier Set for General Manager (Electrical) Central Railway. (Further Information.) Tender documents now available. E.S.B. 45131/68.*
(256/68) Cranes for Haldian Dock Project. January 31. E.S.B. 48180/68.
(3/69) Pneumatic Brake Equipment for Internal Coach Factory. (Further Information.) This requirement will be obtained from indigenous sources. E.S.B. 48001/68.

IRAQ

(1/69) Construction of Water Supply Scheme for Ministry of Municipal and Rural Affairs. (Further Information.) Closing date postponed March 1. E.S.B. 35139/68.*
(256/68) Vacuum Dryer; Air/Dust Separator for National Leather Industries Co. (Nat.) February 15. E.S.B. 48205/68.

JAMAICA

(2/69) Boiler and Associated Equipment for Stone & Webster Eng. Corp., Massachusetts. Closing date postponed February 11. E.S.B. 41896/68.*

LIBYA

(2/69) Construction of Transformer Stations and Overhead Line for Electricity Corporation of the Western Provinces. February 25. E.S.B. 48663/68.
(256/68) Construction of Hospital for Ministry of Finance. May 12-19 respectively. E.S.B. 48191/68, 48199/68.

MALAYSIA

(1/69) Marine Uniforms; Shoes for Director of Marine Sarawak. January 28. E.S.B. 44399/68.
(1/69) Generator Transformer; Switchgear for National Electricity Board of the States of Malaya. (Further Information.) Tender documents now available. E.S.B. 46537/68.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments' summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident or firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058. Telex 886143 AB: Bothillgate Ldn.), mentioning the products or countries of special interest to you.

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Sabah Electricity Board:
(2/69) Transformers. February 10. E.S.B. 48252/68.*
(2/69) Circuit Breakers; Switchgear; Control Equipment. February 10. E.S.B. 48235/68.*
(256/68) Power Station Building Extension; Crane for State Tenders Board. February 10. E.S.B. 48226/68.*
(256/68) Static Inverter and Accessories for Telecommunications Headquarters. January 23. E.S.B. 48231/68.*

MALTA

Treasury:
(2/69) Paper. January 23. E.S.B. 48670/68.*
(2/69) Drugs and Chemicals. January 23. E.S.B. 48671/68.*
(2/69) Boiler Suits. January 23. E.S.B. 48659/68.*
(2/69) Surgical and Hospital Equipment. January 23. E.S.B. 48521/68.*
(2/69) Workshop Machinery. January 23. E.S.B. 48522/68.*
(3/69) Paper, January 23. E.S.B. 48872/68.*

MEXICO

(1/69) Turbogenerator for Comision Federal de Electricidad. (Further Information.) Closing date postponed February 11. E.S.B. 47329/68.*

NEW ZEALAND

(2/69) Punching and Shearing Machine for Auckland Harbour Board. March 4. E.S.B. 48706/68.*
Government Printing Office:
(256/68) Stationery Sundries. January 28. E.S.B. 48162/68.*
(1/69) Stationery. February 10. E.S.B. 48242/68.*
Post Office Headquarters:
(3/69) Fabric. February 24. E.S.B. 48729/68.*
(3/69) Attenuators. February 27. E.S.B. 48580/68.*
(3/69) Capacitors. February 24. E.S.B. 48634/68.*
(3/69) Carrier Telephone Equipment. February 25. E.S.B. 48635/68.*

PAKISTAN

(256/68) Water Pipe for Chittagong Water Supply and Sewerage Authority. February 26. E.S.B. 48188/68.
(256/68) Wood Working and Timber Engineering Equipment for Directorate of Supply. January 22. E.S.B. 48187/68.*
(3/69) Railway Equipment for West Pakistan Railway Board. February 15. E.S.B. 48658/68.

PERU

(3/69) Steel Lining for Empresas Electricas Asociadas. February 28. E.S.B. 48623/68.*

SOUTH AFRICA, REPUBLIC OF

(1/69) Paper (Covering) for Cape Provincial Tender Board. January 24. E.S.B. 48259/68.*

SPAIN

(257/68) Crane for Bilbao Port and Estuary Authority. February 13. E.S.B. 48347/68.*

TUNISIA

Secriariat d'etat a la Defense Nationale:
(2/69) Cloth, Linen etc. January 30. E.S.B. 48852/68.*
(2/68) Builders' Hardware. January 30. E.S.B. 48860/68.*
(2/69) Paints, Varnish, Dyestuffs, etc, January 30. E.S.B. 48862/68.*
(2/69) Refrigeration Equipment. January 30. E.S.B. 48865/68.*
(2/69) Electrical Supplies. January 30. E.S.B. 48866/68.*
(2/69) Motor Spare Parts, January 30. E.S.B. 48867/68.*
(2/69) Lamps and Oil Stores Spare Parts. January 30. E.S.B. 48868/68.*

TURKEY

(3/69) Construction of Cement Factory for Turkiye Cimento Sanayii TAS. February 24. E.S.B. 48673/68.*

UNITED STATES OF AMERICA

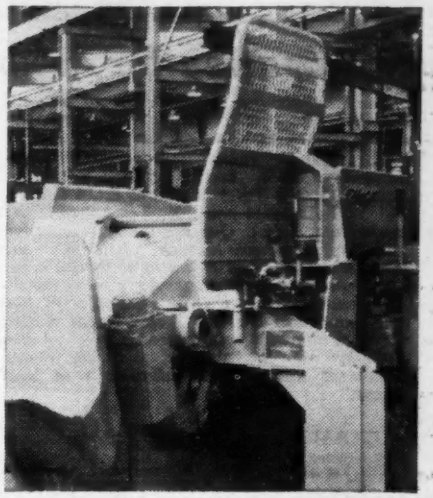
(3/69) Circuit Breakers for Bureau of Reclamation. (Further Information.) Tender documents now available. E.S.B. 45888/68.*

URUGUAY

ANCAP:
(256/68) Transformer. February 4. E.S.B. 48115/68.*
(256/68) Tractors and Accessories. March 5. E.S.B. 48119/68.*
(256/68) Transformer Stations and Equipment, February 27. E.S.B. 48114/68.*

VJETNAM

Industrial Development Centre:
(256/68) Textile Machinery. February 15. E.S.B. 48227/68.*
(256/68) Water Meter Manufacturing Plant. February 8. E.S.B. 48226/68.*



One of the five Eimco 803 wheeled loaders, part of a £17,000 order placed by Larco SA, Greece, ready for crating shipment at the Gateshead factory of Eimco (Great Britain) Ltd. The loaders will be used at Larco's Larynma Mine, where their combination of high breakout force and rapid travelling speed is expected to give a significant increase in productivity.

ZAMBIA

Central Supply and Tender Board:
(2/69) Pharmaceuticals. January 31. E.S.B. 48721/68.*
(3/69) Laboratory Equipment. January 31. E.S.B. 48722/68.*
(3/69) Pharmaceuticals. January 31. E.S.B. 48723/68.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017, Telex 886143, AB: Bothillgate Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Algeria
(2/69) Inquiry for sparking plug manufacturing plant. E.S.B. 48804/68.

Argentina
(256/68) Inquiry for castings. E.S.B. 47295/68.

Australia
(257/68) Agency inquiry for sweets. E.S.B. 47869/68.
(2/69) Agency inquiry for lighting fittings. E.S.B. 29394/68.
(257/68) Inquiry for bone china cups and saucers. E.S.B. 48432/68.
(257/68) Inquiry for cheese vat system. E.S.B. 48487/68.
(1/69) Inquiry for aerosol valve production equipment. E.S.B. 41700/68.
(1/69) Inquiry for passenger hoists. E.S.B. 48414/68.

Australia – Waiver of British Preference
(257/68) Inquiry for cable sheathing press. E.S.B. S/157/68.
(257/68) Inquiry for glycol circulating pump. E.S.B. B/6/68.

†For further details of the 'Export Service Bulletin' see page 101.

(257/68) Inquiry for insect repellant. E.S.B. S/154/68.
(257/68) Inquiry for propyl phosphates. E.S.B. S/155/68.
(257/68) Inquiry for transformers. E.S.B. A/129/68.
(257/68) Inquiry for winder. E.S.B. M/78/68.
(1/69) Inquiry for button blanks. E.S.B. M/81/68.
(1/69) Inquiry for steel joists. E.S.B. A/127/68.

Austria
(257/68) Agency inquiry for rainwear fabrics; shirtings; suitings. E.S.B. 48392/68.
(1/69) Agency inquiry for shoe material. E.S.B. 48384/68.
(256/68) Inquiry for floor and wall coverings. E.S.B. 48410/68.
(2/69) Inquiry for carpet tiles; floor coverings. E.S.B. 37260/68.

Bahamas
(1/69) Inquiry for building equipment and materials. E.S.B. 48549/68.

Bermuda
(1/69) Inquiry for confectionery and chocolates. E.S.B. 40772/68.

Burma
(257/68) Inquiry for grease manufacturing and packaging plant. E.S.B. 47822/68.

Canada
(256/68) Agency inquiry for canned foodstuffs; giftware. E.S.B. 44906/68.
(1/69) Agency inquiry for aluminium foil. E.S.B. 47937/68.
(256/68) Inquiry for chimney linings; pipes; stair-treads; tiles. E.S.B. 42055/68.
(2/69) Manufacture under licence – agency inquiry for materials handling equipment; personnel carriers; solid waste compactors; work position scissors-shift table. E.S.B. 47153/68.

Chile
(257/68) Inquiry for thermal cut outs. E.S.B. 48394/68.

Cyprus
(257/68) Inquiry for hose. E.S.B. 48333/68.

Denmark
(256/68) Agency inquiry for fun furs. E.S.B. 47560/68.
(257/68) Agency inquiry for dress materials. E.S.B. 47100/68.

Dominica
(2/69) Agency inquiry for babywear; haberdashery; handbags and school bags; hosiery; laces; suitcases; umbrellas. E.S.B. 47818/68.

Finland
(256/68) Agency inquiry for knitwear. E.S.B. 41418/68.
(1/69) Agency inquiry for bricks; clay; crucibles. E.S.B. 46609/68.
(1/69) Inquiry for baby knitwear; lace table mats; trimmings and ruffs. E.S.B. 47788/68.

France
(256/68) Agency inquiry for sanitaryware plumbing. E.S.B. 47217/68.
(2/69) Agency inquiry for coil winding machines; insulating varnishes. E.S.B. 47566/68.
(2/69) Agency inquiry for control and measuring instruments; microscopes; ophthalmological instruments; spectrographs and spectrophotometers. E.S.B. 45969/68.
(2/69) Agency inquiry for liquid feeding equipment; slaughterhouse equipment. E.S.B. 38125/68.
(256/68) Inquiry for amplifiers; tape recorders. E.S.B. 47550/68.
(256/68) Inquiry for jeans. E.S.B. 48404/68.
(257/68) Inquiry for automatic plastic-bag distributor. E.S.B. 46220/68.
(3/69) Inquiry for peripheral equipment. E.S.B. 44530/68.

Germany, Federal Republic of
(256/68) Agency inquiry for integrated circuit parts; wire. E.S.B. 47521/68.
(256/68) Agency inquiry for piece-goods. E.S.B. 45736/68.
(256/68) Agency inquiry for tablets and sweets. E.S.B. 47518/68.
(257/68) Agency inquiry for blankets; carpeting; curtaining fabrics. E.S.B. 47934/68.
(1/69) Agency inquiry for foodstuffs. E.S.B. 48346/68.

(1/69) Agency inquiry for silicone. E.S.B. 44686/68.
(2/69) Agency inquiry for duffle coats; socks; ties; trousers and jeans. E.S.B. 47985/68.
(2/69) Agency inquiry for foundry machinery and ancillary equipment; metals and alloys; rolling mill equipment and machinery. E.S.B. 14331/68.
(2/69) Agency inquiry for woollen materials. E.S.B. 48445/68.
(3/69) Agency inquiry for coding machinery; imprinting machinery; marking machinery; tapes. E.S.B. 47960/68.
(3/69) Agency inquiry for colour dots; foil; labels; marking material; numbers and letters; tapes; tapewriter; warning stripes. E.S.B. 48475/68.
(256/68) Inquiry for chemicals; coir fibres; confectionery raw products; jute fabrics; spun glass; strip steel. E.S.B. 46230/68.
(257/68) Inquiry for optical and photographic goods. E.S.B. 47780/68.
(1/69) Inquiry for furniture; lamps and light fittings; pictures, etc. E.S.B. 48581/68.
(1/69) Inquiry for polyester motor car bodies; sealing. E.S.B. 48577/68.
(2/69) Inquiry for steel sheets, slabs and rounds. E.S.B. 40328/68.
(2/69) Inquiry for steel strip. E.S.B. 48319/68.
(2/69) Inquiry for tubes and piping. E.S.B. 48651/68.

Ghana
(2/69) Agency inquiry for clothing; electric appliances and fittings; flavourings; heating and lighting fixtures and fittings; oils; perfumes; sanitary and plumbing fittings and fixtures; tube and pipe fittings. E.S.B. 36051/68.

Greece
(2/69) Agency inquiry for cranes; hydraulic ladders; oxygen plant; runway sweepers; transformers and regulators. E.S.B. 42871/68.

Guyana
(257/68) Inquiry for board making machinery. E.S.B. 48536/68.

India
(256/68) Inquiry for rolling mill machinery. E.S.B. 46315/68.
(257/68) Inquiry for shim steel. E.S.B. 44584/68.
(1/69) Inquiry foro electronic equipment, instruments and component parts. E.S.B. 45025/68.
(1/69) Inquiry for metal products. E.S.B. 33434/68.

Iraq
(257/68) Agency inquiry for chemicals. E.S.B. 43076/68.
(257/68) Inquiry for pharmaceutical filling and packing materials. E.S.B. 47425/68.

Israel
(256/68) Agency inquiry for plastic making machinery; tools and accessories. E.S.B. 48357/68.
(2/69) Agency inquiry for fertilizer; floral foam; gardeners' gloves. E.S.B. 48402/68.
(2/69) Agency inquiry for printing machines. E.S.B. 48403/68.
(2/69) Agency inquiry for sports equipment. E.S.B. 48345/68.
(256/68) Inquiry for camping equipment; fishing tackle; games and toys; microscopes; sports equipment; tape recorders; telescopes; transistors. E.S.B. 48359/68.
(257/68) Manufacture under licence – agency inquiry for control equipment. E.S.B. 47831/68.

Irish Republic
(256/68) Inquiry for catering equipment; fire-fighting equipment; generators; tow trucks. E.S.B. 46464/68.

Italy
(256/68) Agency inquiry for acid treatment plants; pickling plants; shearing machines; welding machines. E.S.B. 46803/68.
(256/68) Agency inquiry for cements. E.S.B. 47477/68.
(256/68) Agency inquiry for plastic raw materials. E.S.B. 47250/68.
(257/68) Agency inquiry for medicines; pharmaceutical specialities. E.S.B. 48381/68.
(1/69) Agency inquiry for cutlery; china; earthenware; glassware; pewterware; silverware; tableware. E.S.B. 47773/68.
(1/69) Agency inquiry for metal powders. E.S.B. 47478/68.
(256/68) Inquiry for zinc sheets. E.S.B. 48396/68.
(257/68) Inquiry for electro-acoustic equipment; noise testing and generator equipment. E.S.B. 46695/68.
(257/68) Inquiry for needles; stainless steel tubes. E.S.B. 48431/68.
(1/69) Inquiry for chinaware. E.S.B. 48757/68.
(1/69) Inquiry for riding gear; sports goods E.S.B. 47844/68.
(2/69) Inquiry for ammonia compressor. E.S.B. 48916/68.
(2/69) Inquiry for castings; electric motors; steel tubes and plates. E.S.B. 48801/68.
(2/68) Inquiry for gauzes; kraft paper; wood pulp; wool felts. E.S.B. 48831/68.
(2/69) Inquiry for refrigerators. E.S.B. 46054/68.
(2/69) Inquiry for refrigeration condensing units. E.S.B. 48797/68.
(2/69) Manufacture under licence – paper converting plant. E.S.B. 48463/68.

Jamaica
(256/68) Inquiry for furnishing fabrics; handles; plastics. E.S.B. 47166/68.

Japan
(257/68) Inquiry for hosiery; knitwear. E.S.B. 48458/68.
(1/69) Inquiry for chains; jewellery. E.S.B. 48435/68.
(2/69) Inquiry for antiques; paintings; sculptures. E.S.B. 48584/68.

Jordan
(257/68) Inquiry for telephone spare parts. E.S.B. 47919/68.

Kenya
(257/68) Agency inquiry for tachographs. E.S.B. 47527/68.
(1/69) Inquiry for sirens. E.S.B. 45064/68.
(3/69) Inquiry for dyeing machinery. E.S.B. 33187/67.

Libya
(2/69) Inquiry for cranes; ladder equipment; concrete mixers; vibrating pokers; pumps; road rollers; tankers; towing vehicles. E.S.B. 48766/68.

Malawi
(1/69) Agency inquiry for crockery; cutlery; glassware; linoleum; sinks. E.S.B. 47424/68.

Malaysia
(1/69) Agency inquiry for steam cleaning equipment. E.S.B. 48383/68.

Morocco
(2/69) Inquiry for zinc ingots. E.S.B. 48917/68.

Mozambique
(2/69) Inquiry for transparent piping. E.S.B. 47897/68.

Nicaragua
(256/68) Agency inquiry for tyre and tube production plant. E.S.B. 47591/68.

North America
(256/68) Store buyers' visits. E.S.B. 4763/67.

Norway
(256/68) Agency inquiry for knitwear; suitings; scarves and squares. E.S.B. 40320/68.
(256/68) Agency inquiry for women's hats. ES.B. 29265/68.
(257/68) Agency inquiry for dresses. E.S.B. 42214/68.

Pakistan
(2/69) Inquiry for lead; iron; zinc. E.S.B. 36002/68.

Portugal
(256/68) Agency inquiry for bookbinding materials; fancy goods; stationery. E.S.B. 45362/68.
(1/69) Agency inquiry for engineers' small tools; machine tools. E.S.B. 48316/68.

Puerto Rico
(257/68) Agency inquiry for scaffolding and shoring equipment. E.S.B. 48336/68.
(256/68) Inquiry for air cushion equipment; cranes; vacuum lifting equipment – further information. E.S.B. 43140/68.

Rumania
(2/69) Planned purchasing of imports.

Sierra Leone
(1/69) Agency inquiry for biscuits; cosmetics and perfumery; medicines; steel trunks; sewing machines; tools brushes. E.S.B. 47758/68.

Singapore
(2/69) Agency inquiry for automotive spare sparts. E.S.B. 48465/68.

South Africa
(3/69) Agency inquiry for glove materials. E.S.B. 48564/68.

Sudan
(2/69) Inquiry for ice cube trays. E.S.B. 32077/68.

Sweden
(1/69) Agency inquiry for babywear; beachwear; children's and teenager's wear; hosiery; knitwear; swimwear. E.S.B. 47876/68.
(1/69) Inquiry for mats. E.S.B. 48568/68.
(1/69) Inquiry for potentiometers; resistors and atennae. E.S.B. 48570/68.

Switzerland
(256/68) Agency inquiry for women's fashion wear. E.S.B. 47247/68.
(1/69) Agency inquiry for motor vehicle spare parts. E.S.B. 47860/68.
(2/69) Agency inquiry for pilfer-proof capsules. E.S.B. 48413/68.
(2/69) Agency inquiry for re-inforcing wire. E.S.B. 47531/68.
(1/69) Inquiry for coffee percolators. E.S.B. 37237/68.
(1/69) Inquiry for seat covers. E.S.B. 47829/68.

Trinidad/Tobago
(256/68) Agency inquiry for gold jewellery; optical lenses; shoes. E.S.B. 47584/68.
(256/68) Agency inquiry for mosquito netting. E.S.B. 47848/68.
(1/69) Agency inquiry for chemicals. E.S.B. 46247/68.
(1/69) Agency inquiry for floral paint spray. E.S.B. 48433/68.
(257/68) Inquiry for paper carton and cup making machinery. E.S.B. 48467/68.
(257/68) Inquiry for peanut butter; solid and liquid glucose. E.S.B. 47828/68.

Turkey
(257/68) Inquiry for oxygen producing and cylinder filling plant. E.S.B. 47813/68.

United States of America
(256/68) Agency inquiry for water pollution projects and sewage effluence equipment. E.S.B. 43323/68.
(257/68) Agency inquiry for laboratory and research instruments. E.S.B. 28811/68.
(2/69) Agency inquiry for electric motors; gas and steam turbines. E.S.B. 46641/68.
(2/69) Agency inquiry for hobbyists' items; vocational equipment. E.S.B. 48539/68.
(256/68) Inquiry for educational toys and teaching aids. E.S.B. 43902/68.
(256/68) Inquiry for globe atlas parts. E.S.B. 48372/68.
(256/68) Inquiry for steel bars. E.S.B. 47980/68.
(256/68) Inquiry for sub-miniature lamps. E.S.B. 47775/68.
(1/69) Inquiry for hose. E.S.B. 47237/68.
(1/69) Inquiry for snaps and snaphooks. E.S.B. 47517/68.
(2/69) Inquiry for toys. E.S.B. 48844/68.
(3/69) Inquiry for chain. E.S.B. 48578/68.
(3/69) Inquiry for food products. E.S.B. 48919/68.

Zambia
(257/68) Inquiry for brassware; hardware; joinery; electric water-heater components. E.S.B. 47269/68.

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Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Fertilizer plant for Ceylon

Sturtevant Engineering Co. Ltd., of London, has completed negotiations with the Ceylon Fertilizer Corporation for a £106,000 contract for a new fertilizer blending plant to be built near Colombo.

£1½ million French contract

Loewy Robertson Engineering Company Limited of Poole, Dorset (a member of the Davy-Ashmore Group), has received a £1½ million order from Cockerill-Ougrée-Providence S.A. for the modernization of the continuous wide hot strip mill at the Rehon Works, near Longwy, in north-eastern France.

Redevelopment in Australia

St. Martins Group of Property Companies, London, have announced that they are to begin a £5.6 million scheme to redevelop a large segment of the city centre of Perth, Western Australia. Mr. T. L. Grimley, managing director of St. Martins, said this was his company's largest overseas development so far and would consist of three tower office blocks integrated with a shopping precinct and a cinema to seat 1,000 people.

Second order from Iraq

Labgear Ltd. – a member of the Pye of Cambridge Group – has received an order for £60,000 worth of single-side-band packset transceivers from the Iraq mobile police force. The order – the second in two years – is the result of a recent export sales tour of the Middle East by Mr. Harry Woolgear chief sales executive.

Orders from six countries

Orders from six countries for 15 of their hydraulic loading shovels worth over £75,000 have been received by F. E. Weatherill Ltd., of Welwyn Garden City. They include orders from Spain, Syria, Denmark, Italy, Greece and Kenya.

Switchgear for Bahamas

South Wales Switchgear Ltd., of Blackwood, Monmouthshire, have signed a £30,000 contract for 33 kV package switchgear for the extension of the Soldier Road Power Station, New Providence Island, Bahamas.

Two factories for Turkey

Massey-Ferguson is to build two major factories in Turkey, one for tractors and the other for Perkins diesel engines. The Turkish Government has given approval for the projects; construction work is expected to start early in 1969 and the plants should go into production within about two years.

Middle-east contracts

Costain and Press (Overseas Services) Limited has been awarded two contracts totalling over £1.7 million by BP Exploration Co. (Libya) Limited for civil and mechanical engineering work in the Libyan desert. These will help to increase through-put of oil from the joint BP-N. Bunker Hunt Sarir field to the Tobruk terminal to 412,000 barrels per day.

£200,000 contracts

Water control equipment contracts from Costa Rica and Canada, worth a total of over £200,000, have been gained by Newton Chambers Engineering Limited, part of the Newton Chambers Group. The firm will supply radial gates to British Columbia Hydro & Power Authority for the Mica Dam hydro-electric project, and for the Instituto Costaricense Electricidad Cachi Dam scheme, in Costa Rica.

$7½ million contracts in Canada

Four contracts totalling $7½ million have been awarded to Laing Construction and Equipment Limited, Canadian member of the Laing Group, for projects in British Columbia and Alberta. They are for extensions to the University of British Columbia, a Calgary apartment block, an agricultural college, and a swimming pool in Edmonton.

Export success

A 146 per cent increase in export orders is reportetd by garden sprayer and clothes drying aid manufacturer ASL of Birmingham for the first three months of their current financial year (September to November 1968). In this period the Company has booked some £159,000 of valuable overseas business compared with £67,000 last year.

Solomon Islands order

An order to the British Solomon Islands has been announced by Labgear Ltd., a member of the Pye of Cambridge Group, for the supply of single-side-band packsets for the post and telegraphs department.

Equipment for glass sproduction

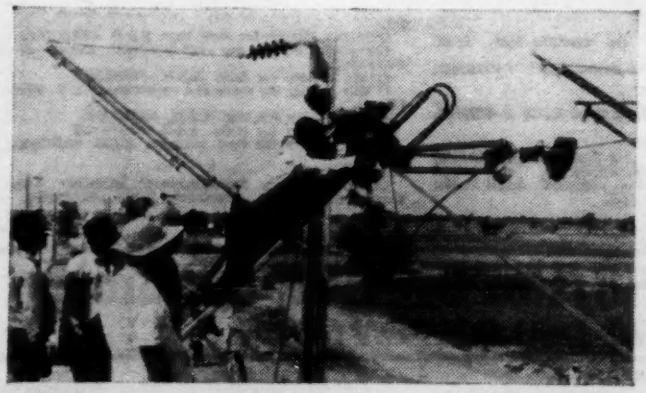
Johnson Matthey Metals Limited announce that they have been awarded a £408,000 contract by Polimex, Poland, on behalf of the Polish glass industry. The contract covers the supply of rhodium-platinum equipment for use in the manufacture of glass fibre.

Coal grinding plant for Zambia

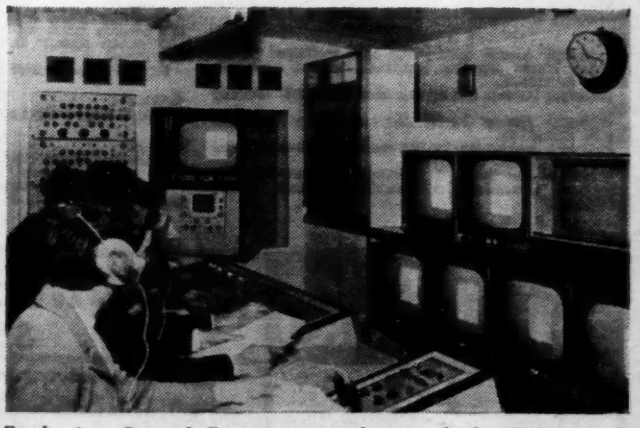
International Combustion (Export) Limited has received a £50,000 order through the Engineering Division of Selection Trust Limited for a Hardinge conical ball mill plant, which is to be installed on the power plant at Luanshya Mines Limited, Zambia.

Orders from seven countries

Masson Scott Thrissell Engineering Ltd. report that during the last few weeks orders for their heavy duty machines have been received from plants in Switzerland, France, Italy, Latin America, and Eire, while orders for the Langston Masson 101 Compact Corrugator have come from Switzerland, Eire and Norway. Corrugating machinery is also in the course of construction for Norwegian and South African customers.



Local labour, trained by BIC Construction Co. Ltd., doing the installation work on overhead equipment for the ac electrification of Pakistan Western Railway. They are here seen operating from a wiring train making off the end of the catenary wire, using a dynamometer to check that tension is correct. The work is being undertaken by BIC Construction Co. as a member of a British Consortium. Also included in this British Consortium contract is the provisions of the necessary telecommunications systems, of which the design and supply is being undertaken by the Telephone Cables Division of BICC and the installation work is being carried out by BIC Construction Co.



Production Control Compartment of one of the EMI outside broadcast vehicles and diesel generator trailers supplied to the Royal Kingdom of Libya is part of the equipment for the State Television Service opened on Independence Day, December 24, 1968. Four of these vehicles, each equipped with four EMI Image Orthicon monochrome cameras and EMI solid state vision and sound equipment are being provided as part of the £500,000 contract announced earlier this year, with Radionica SpA, Rome, wholly owned subsidiary of the J. M. Schuller Organization, who were awarded the major portion of the Libyan contract,

Venezuelan contract

A contract worth £1¼ million for the supply and erection of tankage for Creole Petroleum Corporation (an affiliate of Standard Oil Company of New Jersey) at Las Salinas, Lake Maracaibo, Venezuela, has been won by two newly-formed subsidiaries of Motherwell Bridge (Holdings) Ltd.; Motherwell Bridge de de Venezuela CA and Acero Fabricante CA.

Another gas turbine order

A repeat order for two 16 MW gas turbine generating units has been secured by John Brown Enginering (Clydebank) Ltd. from the Yanhee Electricity Authority of Bangkok, Thailand. The earlier order was placed in March 1968 and the first of the units ordered at that time is now at site. The second unit was shipped ahead of time.

Winder equipment for South Africa

Electrical equipment has been supplied by English Electric for two mine winders, under a £400,000 contract placed by Gold Fields of South Africa (Pty.).

Shoe factory for Singapore

John White Footwear are to set up a shoe factory in Singapore in a 50-50 venture with local interests. A company with an authorized capital of £350,000 is being formed for the purpose and production is to begin in March of next year. The project is the direct result of a visit to Singapore in August by Mr. George McWatters, chairman of the John White Group, as a member of a confederation of British Industry mission to the area.

Buses for Fiji

For the second time this year British Leyland's truck and bus division has received an order for 24 single deck Viking buses valued over £50,000 from the Fiji Islands.

£100,000 orders

Orders valued at more than £100,000 have been secured by Greenwood & Batley during the past week from manufacturers in Canada, South Africa and Sweden, are for cold forging machines used in the production of bolts, screws and rivets.

Scaffold tube machines for South Africa

Joshua Bigwood (Greenwood & Batley group) is to supply five 'Scaflit' scaffold tube straightening and cleaning machines for Acrow's South African depots.

Hungarian order

A £32,000 order for feeding bottle sets has been received from Konsumex, the Hungarian State trading organization, by A. Jobling & Co. Ltd., of Sunderland.

£80,000 Russian order for Rank Precision Industries

The Analytical Division of Rank Precision Industries Ltd., has received a £80.000 order from the Russian steel industry for four Polyvac direct reading vacuum spectrometers. This brings the Division's total Russian orders for this instrument to over £500,000.

Trucks for Australia

Greenwood & Batley has received an order from Alcan Australia for two alumina distribution trucks. They will operate in Alcan's plant at Kurri-Kurri, New South Wales. Similar trucks have been supplied by Greenwood & Batley to the Alnor plant in Norway.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7878, Ext. 2653/6) and not to HMSO.*

Mr. Robert F. Okai Jnr., the Liberian Ambassador to Kenya, has chosen a Royal Tuscan fine bone china dinner service for use in his embassy. A service for 24 people in the Sovereign design was sent to the Ambassador in Nairobi by the firm after the order was received through the Board of Trade's export services branch. Sovereign is a gold banded pattern on the Nordic shape designed by Mr. Richard Brockman.

Films for United States schools

Eothen Films Ltd., of Boreham Wood, whose export of 8mm. Cinette film loops now account for over 70 per cent of their production, have signed an agreement for the distribution of their films in American schools. The agreement has been made with Popular Science Publishing Co. Inc. of New York, who have undertaken to distribute in the United States selected titles produced by Eothen for United Kingdom screening. Details of the first selection of 20 originally-produced 8mm. loop films, and two 16 mm. sound colour productions, have already been circulated to 30,000 American schools.

Signal generators for Canada

A £125,349 contract has been placed by the Canadian Department of Transport for 127 Marconi Instruments' signal generators, Type TF 2002AS. The order was received through M.I.'s distributors in Canada, the Canadian Marconi Company, and the instruments will be used in the maintenance of communications systems.

Poultry breeding stock for overseas

The export department of Ross Poultry, of Grimsby, have announced orders have 'poured in' during December for more than 100,000 breeders – White Link and Rangers. The stock, bound for Japan and the Far East, Belgium and Italy, will begin to go out in March, and consignments of these orders will continue until the end of the summer of 1969.

£500,000 sales in 1968

A £100,000 order to supply gear metering pumps for State owned acrylic and polyester fibre factories in Poland has been won by Slack and Parr Limited, precision engineers of Kegworth, near Derby. This contract brings total export orders for the company's gear metering pumps and mixers for 1968 to more than £500,000.

Metric meters for Nairobi

A £30,000 order has been won by Kent Meters Limited – George Kent Group – for PSM, Master and Kent Helix water meters to be supplied to the Nairobi City Council, following a visit in September by Mr. E. A. Beecroft, chief marketing executive.

£400,000 orders

Further orders totalling nearly £400,000 have been received during the past few weeks by Rose, Downs & Thompson Limited (member of the Davy-Ashmore Group), of Hull, manufacturers of oil-milling machinery and solvent extraction plant for the animal by-products, chemical and food processing industries. They include orders from the Middle East, Portugal and South Africa.

Surgical equipment for United States

Sonicaid Limited, of Bognor Regis, Sussex, have signed a contract with Fairfield Surgical and Medical Electronics Inc., of Stamford, Connecticut, which guarantees sales of £200,000 over the next five years for Sonicaid's D205 foetal blood flow detector. Sonicaid began export operations in April 1968, since when sales of the D205 in Europe alone have topped £50,000.

Furnaces for the United States

Ashmore, Benson, Pease & Company Limited, of Stockton-on-Tees (a member of the Davy-Ashmore Group), have been awarded a contract by Dravo Corporation, of Pittsburgh, United States, for the supply of two oxygen converter furnaces.

Switchgear for Ghana

GEC-AEI Switchgear Ltd. has won a £130,000 contract as part of a project for the extension of the electricity distribution system in Ghana. This contract involves Phase 1, and is the extension to the supply in the City of Kumasi. The switchgear will be manufactured at the company's Higher Openshaw, Manchester, works.

Facsimile-and-offset plant for United States

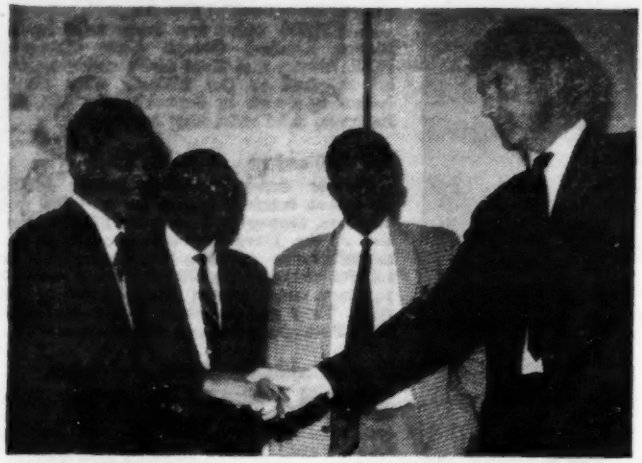
Distribution of a leading American newspaper to readers in New York and other Eastern areas is to be speeded by a British facsimile communication system. The Muirhead Group have won a United States contract in excess of $300,000 from Dow Jones & Co., proprietors of the Wall Street Journal, in the face of strong American and Japanese competition, to supply a system comprising five newspaper-page facsimile transmitters and five receivers.

Largest overseas order

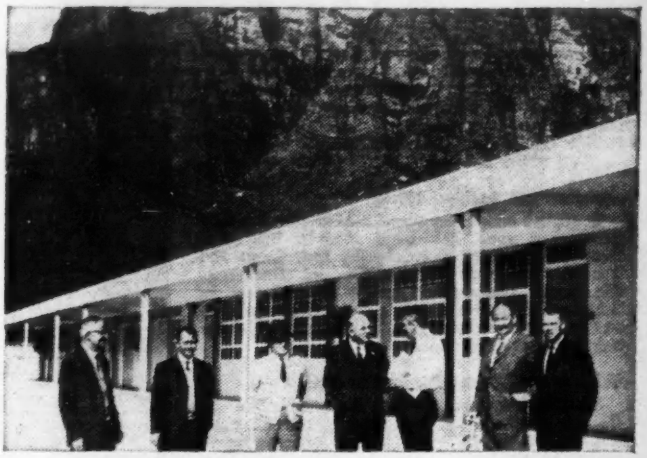
A leading Swiss store has ordered pieces worth £66,000 from the Tudor and Trevana unit ranges of furniture made by Jaycee of Brighton. This is the largest single order so far received by Jaycee from overseas. The company reports substantial gains during 1968 in other export markets. Sales were doubled in Belgium, trebled in the United States, West Indies and Sweden and up fourfold in Austria and Canada.

Over 100 business jets sold to North America

More than 100 Hawker Siddeley 125 business jets, valued at over £22 million, have now been sold in the United States and Canada. The hundred mark was passed in a December sales surge which took the year's total to a new annual record of 50 business jets sold. Eight Hawker Siddeley 125s, all for export, were purchased in the last month, bringing world sales to date to 179, and the number bought in the United States and Canada to 103.



Mr. T. R. Grayson (right), export sales manager, of Ruston-Bucyrus Limited, the Lincoln crane and excavator makers, greets Mr. G. O. Airwerioba, controller of works, Ministry of Works, Lands and Transport, Mid-West State, Nigeria, during his recent visit. Looking on are Mr. S. K. Kwaku, deputy engineer-in-charge, Public Works Department, Accra, Ghana (left) and Mr. G. Owaraga, executive engineer, Ministry of Works, Communications and Housing, Entebee, Uganda. Ruston-Bucyrus was one of several construction equipment manufacturers to be visited on their tour which was organized by the British National Export Council.



The new Kylemore school, situated in the Cape Province of South Africa, is one of two school projects recently completed for the Public Works Department, employing the Terrapin unitary building system. The school comprises 70 Terrapin units supplied through the LTA organization, one of the largest building and engineering groups in the Republic, whose subsidiary company, Insulation Equipments, manufactures Terrapin buildings under licence from Terrapin (Overseas) Ltd., of Bletchley, Bucks. Seen at the Kylemore school are (left to right): Mr. G. W. Meister, director of works, Cape Provincial Administration; Mr. T. Lighton, Mr. P. Salzberg and Mr. W. G. Fairey, architects in the Cape Province; Mr. A. H. I. Lonie, marketing director, Terrapin International; Mr. D. J. McDonald, senior inspector for the Department of Public Works; and Mr. B. Hossack, LTA Industrialized Systems.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Rules of competition — restrictive trading agreements and domination of markets

A. Notification of agreements

THE *Journal Officiel des Communautés Européennes* No. C136 dated December 19, 1968 contains announcements about the following applications for clearance of agreements submitted to the community authorities. Interested third parties are invited to submit their observations, quoting the relevant reference number, within one month from December 19, 1968, to:

Commission des Communautés Européennes, Direction Générale de la Concurrence, Direction 'Ententes et positions dominantes', 170 rue de la Loi, Bruxelles 4 (Belgique).

Particulars of these applications may be obtained, if required, from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext, 2354/2355).

(1) *Reference IV*/24055

An application by Kodak-Pathé SA of Paris on behalf of Kodak Pathé SA of Paris, Kodak AG of Stuttgart, Kodak SA of Brussels, Kodak SpA of Milan and Kodak NV of La Haye for negative clearance of a sales and servicing agreement.

(2) *References IV*/24.470 *and IV*/24.471

Notification of two sales and manufacturing agreements, the first between 'la SpA Pirelli' and 'la SpA società Italiana Dunlop', both of Milan (reference IV/24.470), and the second between 'la société anonyme des pneumatiques Dunlop' and 'la société anonyme Pirelli-France', both of Paris (reference IV/24.471).

(3) *Reference IV*/26.625

Notification of a sales and manufacturing agreement, covering France and Germany between 'la société Clima Chappée à Labuissière' of France and 'la société Buderus'sche Eisenwerke à Wetzlar' of Germany.

B. Commission ruling on the Rieckermann/Elotherm agreement

The *Board of Trade Journal* dated July 7, 1967 (page 61) contained an announcement about an application to the Commission of the EEC for clearance of an agreement between Johs Rieckermann, KG, of Hamburg and AEG-Elotherm GmbH.

The Commission's ruling on this case, Decision No. 68/376/CEE, was published in the *Journal Officiel des Communautés Européennes* No. L276 dated November 14, 1968. The following translation has been made from the French text, taking the German text into account. It must not be treated as an official or authentic text. Readers are reminded that the text of the document is official only in the German language as it appears in the German version of the *Journal Officiel* mentioned above.

The text, in both French and German, may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

DECISION OF THE COMMISSION
of November 6, 1968
concerning procedure under article 85 of the treaty
(IV/23077 – Rieckermann/AEG-Elotherm)
(only the German text is authentic)

[Translation based on French version, taking the German into account where appropriate]

(68/376/CEE)

THE COMMISSION OF THE EUROPEAN COMMUNITIES,

having regard to the treaty establishing the European Economic Community, and in particular article 85,

having regard to Council regulation number 17 of February 6, 1962, and in particular article 2,

having regard to the application for negative clearance submitted in accordance with article 2 of regulation number 17 by the Kommanditgesellschaft Johs. Rieckermann of Hamburg concerning the exclusive dealing agreement concluded on June 16, 1953 between this company and the Gesellschaft mit beschränkter Haftung AEG-Elotherm of Remscheid-Hasten, Germany,

having regard to the opinion of the Consultative Committee on restrictive trade agreements and domination of markets, obtained on June 27, 1968 in accordance with article 10 of regulation number 17,

I

whereas the Kommanditgesellschaft Johs. Rieckermann (herinafter called Rieckermann) binds itself in respect of the Gesellschaft mit beschränkter Haftung AEG-Elotherm (hereinafter called AEG-Elotherm) to promote, at its own risk and for its own account, the sale on the Japanese market of plant for induction heating, melting and hardening manufactured by AEG-Elotherm; Rieckermann may not sell such plant in countries other than Japan, with the exception of Korea; in addition Rieckermann is required to provide after-sales service and guarantee; with regard to its sales in Japan, Rieckermann must buy plant of the type covered by the agreement exclusively from AEG-Elotherm; AEG-Elotherm undertakes to market its plant in Japan exclusively through Rieckermann and to see that such plant is not sold on the Japanese market by its other buyers; the agreement, concluded for an indefinite period, is terminable by either party;

whereas on the basis of information supplied by the parties to the agreement, the Commission understands the situation to be as follows:

AEG-Elotherm sells the plant in question within the Common Market through commission agents negotiating on its behalf; most of the plant is not mass produced, but is in general constructed to the specifications of individual customers; in most cases, the plant

(*Continued on next page*)

EUROPEAN COMMUNITIES, *continued*

is adapted to the technical requirements of the customer giving the order, so that no use could be made of it by other customers; as a general rule, the plant is intended for processing specific work pieces, and it is most improbable that identical work pieces could be manufactured by the plant ordered by different customers; moreover, in Japan different voltages are used and often different frequencies also, so that in practice it would be impossible to connect up plant intended for Japan in factories situated in the Common Market, and vice versa; an exchange of plant manufactured by AEG-Elotherm between its customers is possible only in exceptional cases because of the technical difficulties involved; trade in the plant manufactured by AEG-Elotherm usually takes a form similar to that of sale on commission, orders only being placed with AEG-Elotherm when the dealers have already found a purchaser;

apart from AEG-Elotherm, there is a fairly large number of companies, some of which are of comparable standing with AEG-Elotherm, offering plant of this kind for sale within the Common Market; they sell it both inside and outside the Common Market through intermediaries who may be subsidiaries, agents or independent dealers;

Rieckermann specializes in exports, particularly to the countries of the Far and Middle East; the company is not concerned with sales within the Common Market, since it has not the necessary organization for this; Rieckermann principally exports machine tools to Japan; export of the plant in question requires technical advice and after-sales service from specially trained employees; Rieckermann is in competition with numerous other companies exporting to Japan;

whereas Rieckermann has submitted a notification of the agreement for appropriate purposes, considering that article 85 paragraph 1 of the treaty is not applicable to any clause of the agreement and that in any case the conditions are fulfilled for exemption on the basis of article 85 paragraph 3 of the treaty:

whereas the substance of the notification has been published in accordance with article 19 paragraph 3 of regulation number 17, and no observation has been submitted to the Commission by third parties in consequence of this publication;

whereas in the course of the procedure, Rieckermann has signified agreement to the issuing of negative clearance in accordance with article 2 of regulation number 17;

whereas Rieckermann has also submitted a notification of the exclusive dealing agreement concluded between it and AEG-Elotherm in 1953 with regard to the sale in Korea of plant for induction heating, melting and hardening, which is similar in essence to that regarding sales in Japan;

II

whereas the notification submitted by Rieckermann of the exclusive dealing agreement for Japan does not prevent the issuing of negative clearance in accordance with article 2 of regulation number 17, since the notification was made for appropriate purposes and in the course of the procedure Rieckermann expressly signified agreement that such clearance should be issued; whereas the issuing of a negative clearance does not affect any favourable legal consequences which might result from the notification for the parties to the agreement;

whereas under article 85 paragraph 1 of the treaty, all agreements between undertakings, all decisions by associations of undertakings and all concerted practices which may affect trade between member states and the object or effect of which is to prevent, restrict or distort competition within the Common Market are prohibited as incompatible with the Common Market; ;

1. whereas the following obligations and prohibitions are contained in the exclusive dealing agreement:

the fact that Rieckermann is prohibited from selling the plant manufactured by AEG-Elotherm in countries other than Japan means that it is prohibited from selling it within the Common Market (prohibition of sales); this prohibition of sales is part and parcel of Rieckermann's obligation to promote sales of AEG-Elotherm plant in Japan; Rieckermann's obligation to provide after-sales service and guarantee is closely linked to its obligation to promote sales only in Japanese territory; the prohibition to sell within the Common Market consequently also includes a prohibition to provide after-sales service and guarantee within the Common Market;

Rieckermann is forbidden to sell in Japan plant competing with that manufactured by AEG-Elotherm (prohibition of competition);

AEG-Elotherm's obligation to sell its plant on the Japanese market exclusively through Rieckermann (sole agency clause) means that AEG-Elotherm is prohibited from itself exporting directly to Japan or undertaking any other action liable to interfere with the marketing activity of Rieckermann;

it must be concluded from AEG-Elotherm's undertaking to ensure that other purchasers do not sell its plant in Japan that AEG-Elotherm is imposing or causing to be imposed on such other purchasers a prohibition to sell on this market (prohibition of resales) in cases where such sales are possible;

2. whereas the Commission has found no reason to suppose that the obligations and prohibitions resulting from the exclusive dealing agreements as described have the object of preventing, restricting or distorting competition within the Common Market; whereas the fact that an exclusive dealing agreement has the essential object of promoting sales in a country outside the Common Market does not however in itself necessarily exclude the possibility that the clauses agreed for this purpose may also have the object of impairing (German text: modifying) competition within the Common Market; whereas in the present case however it does not appear that the parties are also pursuing aims which might appreciably affect this competition;

3. Whereas the Commission is satisfied that the clauses of the exclusive dealing agreement do not have the effect of preventing, restricting or distorting competition within the Common Market in the meaning of Article 85 paragraph 1 of the treaty; whereas it could not be established that competition within the Common Market with regard to the plant in question had in fact been appreciably affected, nor does it seem likely from experience of economic processes that application of the exclusive dealing agreement could materially prejudice this competition in the future;

whereas the exclusive sales concession in Japan to Rieckermann is admittedly balanced by the prohibition from selling in other countries; whereas this prohibition of sales can in any case only have negligible effects on competition within the Common Market since in fact Rieckermann does not sell plant of this type in the Common Market, the company not being equipped for such operations and not having the necessary organization for sales, after-sales service and guarantee in the Common Market; whereas the fact that the prohibition of sales merely excludes potential operations which are in any case unlikely follows from the fact that the plant is as a rule constructed to customers' specifications and that it is as a general rule impossible for technical reasons for customers within the Common Market to make use of plant already purchased by Rieckermann; whereas since manufacture to order is the general rule, and consequently Rieckermann places orders with AEG-Elotherm only when it has already found purchasers, the prohibition of sales would only be of practical significance to the extent that it prevents Rieckermann from canvassing within the Common Market for orders to be carried out by AEG-Elotherm;

whereas at present the Rieckermann enterprise – as has already been mentioned – is in any case not equipped to look for business within the Common Market, so that commercial activity of this kind within the Common Market is also unlikely to occur; whereas since AEG-Elotherm and other important competitors sell their plant directly (either on their own account or through their agents or associated companies) to users within the Common Market, Rieckermann would have to contend with direct selling by AEG-Elotherm and the other firms, which would be in a more advantageous position because of their lower distribution costs, if it wished to operate within the Common Market; whereas in particular the fact that important manufacturers in the Common Market have absorbed the function of sales promotion into their own field of business makes it less likely that Rieckermann could offer the plant in question for sale within the Common Market if the prohibition of sales were not imposed; whereas moreover there is no clause in the contract preventing Rieckermann from selling plant manufactured by competitors of AEG-Elotherm within the Common Market if it should so wish; whereas after consideration of all the circumstances described above, the Commission is satisfied that even if the prohibition of sales were not imposed Rieckermann would very probably not undertake any competitive activity on the Common Market, and that therefore this prohibition has no practical bearing on competition within the Common Market;

whereas the prohibition of competition which restrains Rieckermann from selling in Japan plant competing with that manufactured by AEG-Elotherm directly limits Rieckermann's freedom of action only with regard to sales in Japan and not within the Common Market; whereas such a prohibition nevertheless has the effect of a limited prohibition of purchasing to the extent that Rieckermann may not buy from competitors of AEG-Elotherm plant intended for resale in Japan; whereas this constitutes a reduction in competitive opportunity in the interplay of supply and demand beween manufacturers and dealers within the Common Market; whereas the Commission has nevertheless formed the opinion that this prohibition does not mean that competition is prevented, restricted or distorted within the Common Market; whereas in view of the prevailing competitive conditions in the Common Market and in particular of the number of plant manufacturers and dealers exporting plant to Japan, this prohibition of competition is unlikely to have effects on the interplay of supply and demand within the Common Market which could be considered as appreciably affecting competition; whereas the position of Rieckermann as an exporter on the Japanese market is not such as to affect the sales opportunities in Japan of competitors of AEG-Elotherm established in the Common Market; whereas in fact Rieckermann is in competition with a number of enterprises exporting to Japan; whereas there is no reason to assume that competitors of AEG-Elotherm in the Common Market have suffered competitive disadvantage in selling their plant in Japan – whether through other commercial enterprises or through their own sales organizations – which could have been avoided if Rieckermann had also been responsible for selling their plant, and it is also unlikely that such disadvantages will occur in the future; whereas moreover it is doubtful, because of the highly technical nature of the plant and the

high price in each case, whether the manufacturers could obtain as satisfactory sales promotion of their products in Japan by using joint exporters as can be afforded by sole concessionaries;
whereas to the extent that AEG-Elotherm is restrained under the sole agency clause from directly exporting to Japan and undertaking any other action which may interfere with Rieckermann's sales activities on this market, the freedom of action of AEG-Elotherm is limited only on the Japanese market and no repercussions of this prohibition on the interplay of supply and demand within the Common Market are foreseeable; whereas therefore this prohibition does not prevent, restrict or distort competition within the Common Market and does not adversely affect competition within the meaning of article 85 paragraph 1 of the treaty; ;
whereas moreover the sole agency clause prohibits AEG-Elotherm from supplying plant to enterprises which might resell it in Japan; whereas AEG-Elotherm may not in any case supply plant to dealers specializing in exports to Japan with head office within the Common Market, and other exporters with head office within the Common Market are restrained from purchasing plant from AEG-Elotherm for the purpose of reselling it in Japan; whereas the exclusion of such export enterprises is indeed one of the objects of the agreement, but this cannot appreciably affect the interplay of supply and demand within the Common Market; whereas under the exclusive dealing agreement only AEG-Elotherm among the considerable number of plant manufacturers is excluded as a possible supplier of all the other exporters to Japan; whereas this very probably causes only slight modifications to competitive conditions on the market composed on the one hand of the various competing manufacturers of plant offering their products in the Common Market, and on the other of the competing exporters purchasing such plant in the Common Market for resale in Japan; whereas the sole agency clause is intended only to exclude as a precautionary measure certain competitive opportunities of which AEG-Elotherm would in any case only avail itself in exceptional circumstances; whereas even if this clause did not exist, AEG-Elotherm would very probably only use one sales promotor in view of the highly technical nature of the plant, its high price and the difficulty of selling it in Japan;
whereas the fact that AEG-Elotherm is bound to prohibit purchasers of its plant in a position to do so from selling the plant in Japan (prohibition of resales) constitutes a limitation of its freedom to determine the contents of its sales contracts which also exends to its contractual relations with enterprises situated within the Common Market; whereas to the extent that this concerns purchasers whose business is orientated towards sales within the Common Market and not Japan. it may be assumed that this limitation cannot have an adverse effect on competition within the Common Market; whereas with regard to exporters and particularly those specializing in exports to Japan, this prohibition of resales has the same effects as the sole agency clause mentioned above, of prohibiting the direct supply of plant to enterprises reselling it in Japan, so that the considerations set out above also apply here, and one can therefore conclude that it does not have the effect of preventing, restricting or distorting competition within the Common Market;
4. whereas in these circumstances, the information available to the Commission does not justify the view that the object or effect of the exclusive dealing agreement is to prevent, restrict or distort competition within the Common Market within the meaning of article 85 paragraph 1 of the treaty; whereas at least one of the conditions for the application of that article is not satisfied and the negative clearance can accordingly be issued;

HAS TAKEN THIS DECISION:

Aricle 1

There is no ground for the Commission, on the basis of the information available to it, to intervene in pursuance of the provisions of article 85 paragraph 1 of the treaty establishing the European Economic Community in respect of the exclusive dealing contract concluded on June 16, 1953, between the Kommanditgesellschaft Johs. Rieckermann and the Gesellschaft mit beschränkter Haftung AEG-Elotherm.

Article 2

This decision is addressed to the Kommanditgesellschaft Johs. Rieckermann, Mönckebergstrasse 10, Hamburg 1, and to the Gesellschaft mit beschränkter Haftung AEG-Elotherm, Hammesbergerstrasse 31, Remscheid-Hasten, Germany.
Done at Brussels, November 6, 1968.

By the Commission,
The President,
JEAN REY.

Tariff quotas in the EEC

THE *Journal Officiel des Communautés Europeénnes* No. L307 dated December 21, 1968 contains the text of **Regulation (CEE) No. 2073/68** granting Germany a supplementary quota of 1,000 heads of heifers and cows of certain mountain breeds (tariff heading ex 01.02AII(b)2) at a duty of 6 per cent for the year 1968.

The *Journal Officiel des Communauteés Européennes* No. L310 dated December 27, 1968 contains the texts of a number of Regulations setting up Community quotas for certain products. Details of these quotas which are all valid for the period January 1, 1969 to December 31, 1969 and their allocation to individual member countries are set out below.

Regulation (CEE) No. 2112/68 sets up a community tariff quota for 250 tonnes of tanning extract of eucalyptus (common customs tariff No. ex 3201D) at a 4.6 per cent rate of duty. 150 tonnes of this have been allocated on the following basis:

Germany	51 tonnes
France	30 tonnes
Italy	51 tonnes
Netherlands	9 tonnes
Belgo-Luxembourg Economic Union	9 tonnes

The remaining 100 tonnes will form a reserve which will be available to member countries who use 90 per cent or more of their original allocation. Details of the method of allocation and of the conditions attached to the whole quota may be obtained from Export Services Branch at the address given below:

Regulations (CEE) No. 2113/68 sets up a community tariff quota for 750,000 tonnes of newsprint (common customs tariff No. 48.01A) at a 'Nil' rate of duty. This has been allocated on the following basis:

Germany	495,000 tonnes
France	108,000 tonnes
Italy	3,750 tonnes
Netherlands	89,000 tonnes
Belgo-Luxembourg Economic Union	54,000 tonnes

Regulation (CEE) No. 2114/68 sets up a community tariff quota for 500 tonnes of unbleached linen thread (excluding waste thread) measuring in kilogrammes 30,000 metres or less, intended for the manufacture of spun or twisted yarn for the footwear industry and for binding cables (common customs tariff No. ex 54.03 B I a) at a 2.6 per cent rate of duty. 275 tonnes of this quota have been allocated on the following basis:

Germany	253 tonnes
France	5 tonnes
Italy	7 tonnes
Netherlands	5 tonnes
Belgo-Luxembourg Economic Union	5 tonnes

The remaining 225 tonnes will form a reserve available to member countries who use 90 per cent or more of their original allocation. Details of the method of allocation and of the conditions attached to the whole quota may be obtained from the Export Services Branch at the address given below.

Regulation (CEE) No. 2115/68 sets up a community tariff quota for 20,000 tonnes of ferro-silicone (common customs tariff No. 73.02 C) at a 'Nil' rate of duty. This has been allocated on the following basis:

Germany	3,900 tonnes
France	50 tonnes
Italy	1,000 tonnes
Netherlands	3,775 tonnes
Belgo-Luxembourg Economic Union	11,275 tonnes

(*Continued on next page*)

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EEC, *continued*

Regulation (CEE) No. 2116/68 sets up a community tariff quota for 50,000 tonnes of ferro-silico manganese (common customs tariff No. 73.02 D) at a 'Nil' rate of duty. 45,500 tonnes of this have been allocated on the following basis:

Germany	42,000 tonnes
France	100 tonnes
Italy	1,800 tonnes
Netherlands	700 tonnes
Belgo-Luxembourg Economic Union	900 tonnes

The remaining 4,500 tonnes will form a reserve available to member countries who use 90 per cent or more of their original allocation. Details of the method of allocation and of the conditions attached to the whole quota may be obtained from the Export Services Branch at the address given below.

Regulation (CEE) No. 2117/68 sets up a community tariff quota for 3,000 tonnes of ferro-chromium containing by weight at least 0.1 per cent of carbon and more than 30 per cent but not more than 90 per cent inclusive of chrome (common customs tariff No. ex 73.02 E1) at a 'Nil' rate of duty. This has been allocated on the following basis:

Germany	170 tonnes
France	10 tonnes
Italy	2,630 tonnes
Netherlands	60 tonnes
Belgo-Luxembourg Economic Union	130 tonnes

Regulation (CEE) No. 2118/68 sets up a community quota for 130,000 tonnes of unwrought aluminium (common customs tariff No. 76.01A) at a 5 per cent rate of duty. 111,500 tonnes of this has been allocated on the following basis:

Germany	66,000 tonnes
Belgium	17,000 tonnes
France	3,000 tonnes
Italy	150,000 tonnes
Luxembourg	1,500 tonnes
Netherlands	9,000 tonnes

The remaining 18,500 tonnes will form a reserve available to member countries who use 90 per cent or more of their original allocation. Details of the method of allocation and of the conditions attached to the whole quota may be obtained from the Export Services Branch at the address given below.

Regulation (CEE) No. 2119/68 sets up a community tariff quota for 20,800 tonnes of unwrought magnesium at a 'Nil' rate of duty. This has been divided into two halves and the first 10,400 tonnes, which is available during the period January 1, 1969 to June 30, 1969, allocated on the following basis:

(a) in so far as it concerns unwrought magnesium containing by weight more than 99.8 per cent of pure magnesium.

Germany	560 tonnes
France	7.2 tonnes
Italy	1.8 tonnes
Netherlands	126 tonnes
Belgo-Luxembourg Economic Union	205 tonnes

(b) in so far as it concerns unwrought magnesium containing by weight 99.8 per cent or less of pure magnesium.

Germany	9,382.2 tonnes
France	19.95 tonnes
Italy	20.9 tonnes
Netherlands	19.95 tonnes
Belgo-Luxerbourg Economic Union	57 tonnes

The second instalment of 10,400 tonnes will be allocated by the Council at a later date.

Regulation (CEE) No. 2120/68 sets up a community tariff quota at a 'Nil' rate of duty of 1 million u.c. (u.c.=unites de compte–present value 1 United States dollar) each for silk and silk waste (schappe) woven on hand looms (common customs tariff No. ex 50.09) and cotton, woven on hand looms (common customs tariff No. ex 55.09). All imports under this quota must be accompanied by a certificate issued by the Indian Ministry of Commerce certifying that the goods are exported from India and are of Indian origin. 550,000 u.c. for each of the tariff headings has been allocated on the following basis:

	Silk and silk waste (schappes) ex 50.09	Cotton ex 55.09
	U.C.	U.C.
Germany	210,000	200,000
France	150,000	150,000
Italy	110,000	100,000
Netherlands	40,000	50,000
Belgo-Luxembourg Economic Union	40,000	50,000

The remaining 450,00 u.c. for each of these tariff headings will be available to member countries who use 90 per cent or more of their original allocation. Details of the method of allocation and of the other conditions attached to the whole quota may be obtained from Export Services Branch at the address given below.

The French text and details of the Regulations referred to above may be obtained on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common agricultural policy

THE TEXTS of the following Regulations and proposed regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

The French text of the Regulations and proposed regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

PROCESSED AGRICULTURAL PRODUCTS

Regulation (CEE) No. 2099/68 modifies Article 17 of **Regulation No. 160/66/CEE** so far as it concerns the compensatory amounts to be applied in trade with the Netherlands, in certain of the products covered by **Regulation No. 160/66/CEE.** Details of the products affected by the basic **Regulation No. 160/66/CEE** appeared in the *Board of Trade Journal* dated June 16, 1967 (page 1577) (*Journal Officiel* No. L309, dated December 24, 1968.)

Regulation (CEE) 2121/68 modifies the common customs tariff and Annexes I and II of **Regulation 83/67/CEE** so far as certain products covered by tariff headings 18.06 and 19.02 are concerned and derogates from Article 16 of **Regulation No. 160/66/CEE** so far as tariff heading 18.06 is concerned. **Regulation No. 83/67/CEE** establishes the tariff specifications relating to processed agricultural goods covered by basic **Regulation No. 160/66/CEE** and determines the fixed components applicable to such goods and the quantities of basic products to be taken as having been incorporated in their manufacture (*Journal Officiel*, No. L311, dated December 28, 1968). **Regulation (CEE) No. 2128/68** determines the amounts of the variable elements applicable during the first quarter of 1969 to the imports into Member States of goods coming under the basic **Regulation No. 160/66/CEE** (see above) (*Journal Officiel*, No. L313, dated December 28, 1968.)

MILK AND MILK PRODUCTS

Regulation (CEE) No. 2097/68 modifies **Regulation (CEE) No. 886/68** so far as it concerns the purchase price for butter applied by the Dutch intervention organization (*Journal Officiel* No. L309 dated December 24, 1968).

Regulation (CEE) No. 2098/68 modifies **Regulation (CEE) No. 1043/68** so far as it concerns the compensatory amounts applied by the Netherlands to trade in certain milk products (*Journal Officiel* No. L309 dated December 24, 1968).

Regulation (CEE) No. 2144/68 modifies **Regulation (CEE) No. 1108/68** so far as it concerns the packaging of powdered skimmed milk offered to the intervention organizations (*Journal Officiel* No. L312 dated December 28, 1968).

The *Journal Officiel* No. C136 dated December 19, 1968, contains the draft texts of two proposed regulations which have been submitted to the Council of the EEC for approval. If adopted, the first of these will modify **Regulation (CEE) No. 886/68** which fixed the indicative price for milk and the intervention price for butter, powdered skimmed milk and certain cheeses valid during the 1968/69 marketing year, so far as it concerns the purchase price of butter applied by the Dutch intervention organization. The second will modify **Regulation No. 1043/68** which relates to the general rules laid down to compensate for the corrective amounts

to be applied to the intervention prices of certain dairy products so far as it concerns the countervailing charges applied in trade with the Netherlands in certain products.

The draft texts of these proposed regulations may be seen on application to the address given above. It should be noted that the texts of these proposed regulations, if approved, may differ from the draft texts referred to above.

CATTLE, BEEF AND VEAL

Regulation (CEE) No. 2091/68 annuls **Regulation (CEE) No. 1741/68** which concerns intervention measures in the EEC as a whole in the beef and veal sector (*Journal Officiel* No. L307 dated December 21, 1968).

Regulation (CEE) No. 2092/68 relates to the termination of the intervention measures in France in the beef and veal sector introduced by **Regulation (CEE) No. 1576/68,** the application of which is now suspended. **Regulations (CEE) No. 1647/68** and **(CEE) No. 1897/68,** which extended these measures, are now cancelled (*Journal Officiel* No. L307 dated December 21, 1968).

CEREALS, RICE, COMPOUND ANIMAL FEEDSTUFFS

Regulation (CEE) No. 2085/68 concerns certain conditions for the granting of production refunds on broken rice for use in the brewing industry and in the manufacture of starch and 'quellmehl' (*Journal Officiel* No. L307 dated December 21, 1968).

Regulation (CEE) No. 2086/68 modifies **Regulations (CEE) No. 956/68** and **(CEE) No. 957/68** which relate to the denaturation of soft wheat (*Journal Officiel* No. L307 dated December 21, 1968).

Regulation (CEE) No. 2096/68 modifies **Regulation No. 172/67** concerning general rules governing the denaturation of wheat and rye for bread-making (*Journal Officiel* No. L308 dated December 23, 1968).

SUGAR

Regulation (CEE) No. 2100/68 modifies **Regulation No. 1009/67/CEE** which set up the Common Market organization in the sugar sector (*Journal Officiel* L309 dated December 24, 1968).

Regulation (CEE) No. 2103/68 modifies **Regulation (EEC) No. 833/68** which established the rules concerning denaturing of sugar for use in animal feeding stuffs (*Journal Officiel* No. L309 dated December 24, 1968).

Regulation (CEE) No. 2104/68 fixes the maximum amount for the participation in the storage costs which the manufacturers of sugar can, in the case of a carry-over, exact from producers of sugar beets and canes (*Journal Officiel* No. L309 dated December 24, 1968.

OILS AND FATS

The *Journal Officiel* No. C137 dated December 20, 1968, contains the draft text of a proposed regulation which has been submitted to the Council of the EEC for approval. If adopted, this will relate to the manufacture of and trade in margarine. The draft text of this proposed regulation may be seen on application to the address given above. It should be noted that the text, when finally approved, may differ from the draft text referred to above.

Food preservatives

THE *Board of Trade Journal* dated February 21, 1964 (pages 426-428) contained an unofficial translation of the EEC Council **Directive No. 64/54/CEE,** of November 5, 1963, on the approximation of the Member States' laws relating to preservatives used in foodstuffs. This was amended by **Directives No. 65/569/CEE, No. 66/722/CEE** and **No. 67/427/CEE,** details of which were published in the *Board of Trade Journals* dated August 4, 1967 (pages 291-292) and August 11, 1967 (page 366).

The text of a fourth amendment, **Directive No. 68/420/CEE** to the directive of November 5, 1963, was published in the *Journal Officiel des Communautés Européennes* No. L309 dated December 24, 1968. The following is a translation of the relevant part of this latest Directive. It must not be treated as an official or authentic text. Readers are reminded that the text is official on y in the French, German, Italian and Netherlands languages. The French text of all the Directives referred to above may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Council Directive 68/420/EEC of December 20, 1968.

Article 1.

The following sentence shall be added to Article 11, paragraph 2, of the Council Directive of November 5, 1963:

'However in this case, the legislation as amended need only take effect from January 1, 1972.'

Article 2.

This Directive is addressed to the Member States.

Done at Brussels, December 20, 1968.

Use of colouring matter in foodstuffs

IN OCTOBER 1962 the Council of the EEC agreed a Directive on the matter of colouring materials permitted to be used in the foodstuffs trade within the EEC. An unofficial translation of this Directive was published in the *Board of Trade Journal* dated December 7, 1962 (pages 1184-1188). Details of two further directives amending this were also published in the *Board of Trade Journal.* The first, Directive No. 65/469/CEE, appeared in the *Board of Trade Journal* dated December 3, 1965 (page 1349) and the second, Directive No. 67/653/CEE, in the *Board of Trade Journal* dated November 17, 1967 (page 1283).

The *Journal Officiel des Communautés Europeennes* No. L309 contains the text of **Directive No. 68/419/CEE** which further amends the original Directive. The following is a translation of the relevant part of this latest directive. It must not be treated as an official or authentic text. Readers are reminded that the text is official only in the French, German, Italian and Netherlands languages. The French text of all the Directives referred to above may be seen on application to the Export Services Branch, Board of Trade, Hiligate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Council Directive 68/419/EEC
dated December 20, 1968.

Article 1.

The following sentence shall be added to Article 12, paragraph 2, of the Council Directive of October 23, 1962, amended by Article 1, paragraph 4 of the Council Directive of October 25, 1965:

'However in the case of sulphonated orcein, the regulations as amended need only take effect from January 1, 1972.'

Article 2.

This Directive is addressed to the Member States.

Done at Brussels, December 20, 1968.

Harmonization of legislation—proposed directives

THE *Journal Officiel des Communautés Européennes* No. C136 dated December 19, 1968, contains the draft texts of two proposed directives which have been submitted to the Council of the EEC for approval.

The first concerns the harmonization of Member States' legislation relating to meat extracts, protein extracts, flavourings for soups and other dishes, and soups and sauces based on meat, and the second to Member States' legislation relating to pasta.

The draft texts of these proposed directives may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the texts of these proposed directives when finally approved, may differ from the draft texts referred to above.

Common Customs Tariff

THE *Board of Trade Journal* dated September 6, 1968 (page 678), contained a notice about the Common Customs Tariff (Tarif douanier des Communautés Européennes) which came into force on July 1, 1968, and was published as **Regulation (CEE) No. 950/68.**

The *Journal Officiel des Communautés Européennes* No. L308 dated December 23, 1968, contains the texts of **Regulations (CEE) No. 2094/68** and **(CEE) No. 2095/68,** both of which modify **Regulation (CEE) No. 950/68.** Full details of these modifications which affect a number of the tariff headings and the French text of the regulations may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

(*Continued on next page*)

EEC, *continued*

Common commercial policy

THE COUNCIL of the European Communities have recently adopted a number of Regulations designed to introduce a common commercial policy in the European Community with effect from January 1, 1969. The first of these Regulations, details of which appear below, lists the products for which imports from third countries are now liberalized and indicate the third countries to which this liberalization applies. The list of products affected covers approximately two-thirds of the common customs tariff headings and the third countries concerned are in general those which are members of the General Agreements on Tariff and Trade and countries which follow similar rules to those of the GATT so far as foreign trade is concerned.

The second Regulation introduces a common policy for the management of quantitative import quotas and the third concerns the special procedure to be applied to certain imports in the event of disturbances on the market. Three further Regulations apply these arrangements to the French overseas departments.

The regulations concerned, the texts of which were published in the *Journal Officiel des Communautés Européennes* No. L303 dated December 18, 1968 are:

Regulation (CEE) No. 2041/68 which establishes the list of products for which imports from third countries are liberalized and the third countries to which this liberalization applies.

Regulation (CEE) No. 2042/68 concerns the application of **Regulation (CEE) No. 2041/68** above to the French Overseas Departments.

Regulation (CEE) No. 2043/68 concerning the introduction of a common procedure for managing quantitative import quotas in the Community.

Regulation (CEE) No. 2044/68 concerns the application of **Regulation (CEE) No. 2043/68** above to the French Overseas Departments.

Regulation (CEE) No. 2045/68 which introduces a special procedure for the import of certain products from third countries.

Regulation (CEE No. 2046/668 concerns the application of **Regulation (CEE) No. 2045/68** to the French Overseas Departments.

The French text and full details of the Regulations referred to above may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

FRANCE

Liberalization of imports

THE FRENCH *Journal Officiel* of December 28 announced the liberalization from the quantitative restrictions, imposed by France as a temporary measure on July 1 and July 7, on a certain number of goods when imported into France or French Overseas Departments (see *Board of Trade Journals* of July 5, page 10, and July 12, page 133). The liberalization measures took effect on January 1, 1969.

However, if these goods needed technical visas before the restrictions were introduced in July they must now revert to the same procedure, i.e. they are once more subject to technical visas.

The *Board of Trade Journal* of July 12 (page 133) published a list of the newly restricted goods. The French *Journal Officiel* of December 28 announced that the following items from that list, although recently freed, should be added to the list (under the relevant Ministry heading) of items requiring technical visas.

Direction des Industries Diverses et Textiles,
3 rue Barbet-de-Jouy, 75 Paris, 7e

Tariff No.	Description of goods
	Woven fabrics of wool or of fine animal hair:
Ex 53.11 (1)	Fabrics of carded wool.
	Cotton yarn not put up for retail sale:
Ex 55.05	Of a number equal to or higher than 100.
	Woven fabrics of man-made fibres (discontinuous or waste):
Ex 56.07	A. Of synthetic textile fabres.

(1) Fabrics of carded wool were in fact removed from the list of restricted goods on September 5, 1968, and made subject to technical visas on the same date (*Board of Trade Journal* of September 13).

Technical visas

THE *Board of Trade Journal* of July 12 (pages 133-4) published a list of goods subject to technical visas with effect from July 1, 1968. The French *Journal Officiel* of December 28 announced that the majority of these goods are no longer subject to this procedure. The exceptions are listed below:

Direction des Industries Diverses et des Textiles,
3 rue Barbet-de-Jouy, 75 Paris, 7e

Tariff No.	Description of goods
	Artificial textile fibres (discontinuous) not carded, combed or otherwise prepared for spinning:
Ex 56.01	B. Viscose textile fibres (discontinuous) not carded, combed or otherwise prepared for spinning.
	Continuous filament tow for the manufacture of textile and artificial fibres (discontinuous):
Ex 56.02	B. Continuous filament tow for the manufacture of viscose textile fibres.

Direction des Industries Chimiques,
66 rue de Bellechasse, 75, Paris, 7e

Tariff No.	Description of goods
31.02	Mineral or chemical fertilizers: Nitrogenous.
31.05	Other fertilizers; goods of the present chapter in tablets, lozenges and similar prepared forms or in packings of a gross weight not exceeding 10 kgs.
	Condensation, polycondensation and polyaddition products, whether or not modified or polymerized and whether or not linear (for example, phenoplasts, aminoplasts, alkyds, polyallylesters and other unsaturated polyesters, silicones):
	C. Other:
	Aminoplasts:
	Ex b In other forms:
Ex 39.01	Polymerized under one of the forms of Note III of the Chapter.
	Glass inners for vacuum flasks or for other vacuum vessels:
Ex 70.12	A. Unfinished.
70.14	Illuminating glassware, signalling glassware and optical elements of glass, not optically worked nor of optical glass.

All inquiries should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

Duty quota for imports of newsprint and iron and steel

THE FRENCH *Journal Officiel* of December 15, 1968, announced the following amounts for the import of newsprint and iron and steel free of duty for the year 1969.

Tariff No.	Description	Amount metric tons net
47.01 A	Mechanical and semi-chemical wood pulp (1)	100,000 tons at 90% dryness
47.01 B I	Wood pulp chemically treated by the sulphate or soda process (1)	900,000 tons at 90% dryness
47.01 B II	Wood pulp chemically treated by the bisulphate process (1)	
73.15 A VI a	Sheets and plates not further worked than hot-rolled, pickled or not	167 tons
73.15 A VI d 1	Sheets and plates otherwise worked or treated not cut to other than square or rectangular shape	23 tons

(1) The weight to be shown on import licence applications for these quotas in that of the pu p taken at 90 per cent dryness.

The conditions of admission under the above quotas are those laid down in an Order of April 12, 1962 stating the general conditions of import duty quotas.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408 and 288) where the full French text may be seen.

Exchange control regulations

THE *Board of Trade Journal* of December 6, 1968 (page 1597) published a notice concerning the new French exchange control measures which came into force on November 25 and 26, 1968.

The French *Journal Officiel* of December 22, 1968 announced that the time limit for submission to accredited agents of overseas share portfolios, foreign currency holdings and all debts due to foreign creditors has been extended from December 25 to January 15, 1969 and gave details of the procedure to be followed.

Inquiries concerning this notice should be addressed to the

Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408 and 288), where the full French text may be seen (reference CRE 24463/G).

NORWAY

Internal tax changes

THE NORWEGIAN GOVERNMENT has recently given approval to the tax changes shown below which are effective from January 1, 1969. These were foreshadowed in the Budget proposals for 1969 which were announced towards the end of 1968.

(a) Spirits

The tax rate on the following spirits is increased by kroner one per litre. The former rate of tax is shown in brackets as kroner per litre:

(i) Spirits and isopropyl alcohol (4.50).
(ii) Spirits with an alcoholic strength above 48.9 per cent (5.65).
(iii) Spirits between 44-48.9 per cent of strength (4.15).
(iv) Spirits between 39-43.9 per cent of strength (3.15).
(v) Spirits between 34-38.9 per cent of strength (2.40).
(vi) Spirits with less than 34 per cent of strength (1.90).
(vii) Wine and mead with an alcoholic strength between 14-21 per cent (0.70).
(viii) Wine and mead under 14 per cent of strength (0.45).

(b) Beer

The tax rate on the following beers is increased by 15 ore per litre. The former rate of tax is shown in brackets as kroner per litre:

(i) Beer between 2.5 and 4.75 per cent strength (second class; kr. 1.60 per litre).
(ii) Beer between 4.75 and 7 per cent strength (third class; kr. 2.45 per litre).

(c) The tax on imitation jewellery and jewellery of precious metals which was formerly at the rate of 15 per cent has been abolished.

All inquiries about this notice should be addressed to Board of Trade, Export Services Branch (Tariff Section), Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459, 461).

AUSTRIA

Control of direct sales

IT IS REPORTED by HM Embassy in Vienna that the Austrian Government has now ratified legislation to control direct sales.

A summary of the Act may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

SPAIN

Customs tariff modifications

IN THE *State Gazette* of December 24 the Spanish authorities published a Decree modifying the Customs Tariff as follows:

Tariff heading	Description	Definitive duty	Transitory duty
29.23 B 1	H. acid	30%	21%
B 2	Gamma acids and isogamma (J. acid)	25%	18·5%
B 3	Phenyl-isogamma acids	25%	17·5%
B 4	Other	10%	4·5%
29.25 H	Urea isogamma acid	25%	18·5%
I	Other	10%	4·5%
29.06 A 4	Alpha-naphtols and their salts	40%	30%
A 5	Beta-naphtols and their salts	25%	18%

Import rebate cancellation

IN THE *State Gazette* of December 24 the Spanish authorities published a Decree cancelling the 100 per cent rebate on cod fish (Tariff Heading 03.02-A) and re-establishing the transitory Customs duty of 10 per cent.

Inquiries about the above notices should be addressed to: Export Services Branch, Board of Trade, Hillgate House, Room E53, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

Customs tariff

IN THE Spanish *State Gazette* of December 16 the authorities announced a 1,400 ton import quota valid for six months for steel plates (Tariff heading 73.13B2.c). The specific duty is 750 pesetas per ton.

This replaces the transitory duty at present in force and the 'anti-dumping' duty for steel plate for extra-deep pressing for the manufacture of bath-tubs.

Inquiries about the above notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).

ITALY

Insulation standards for electric tools

AN ITALIAN Ministerial Decree of November 20, 1968, published in *Gazetta Ufficiale* of December 3, 1968, gives information about insulation standards for electrical tools for use in Italy.

The full text of the decree (in Italian) is available at Tariff Section, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel 01-248 5757, Ext. 466 and 467).

ALGERIA

Import restrictions

THE ALGERIAN *Journal Officiel* of December 6, 1968 announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
Ex 40-14B II	Elastic bracelets

Existing orders could be admitted quota-free until December 14, 1968.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

LEBANON

Customs tariff modifications

THE FOLLOWING amendments have been made to the Lebanese Customs tariff:

Heading No.	Description	Basis for collection	Normal tariff
31-02	Mineral or chemical fertilizers, nitrogenous:		
11	a Natural sodium nitrate	Value	Free
21	b Other (No change)		

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

JORDAN

Parcel post

THE GPO NOW operate two surface parcel mail routes to Jordan, one via Aqaba once a month taking 40-50 days, the other via Lebanon and Syria two to six times per month, taking 20-25 days. The latter is very slightly more expensive.

RHODESIA

Suspension of duty

THE Customs and Excise (Suspension) (Amendment) Regulations, 1968 (No. 12) published as Rhodesia Notice No. 974 on December 6 amends the Customs and Excise (Suspension) Regulations, 1968, to the following extent:

	Item	Duty
First schedule: By the insertion of Ex 70	Surgical hosiery as may be approved by the Secretary for Health	Free

Note: Trade between the United Kingdom and Rhodesia is severely restricted. The charges in the Rhodesian tariff listed above are published for information only.

SINGAPORE

Customs Duties

DETAILS OF THE Singapore Customs Duties (Amendment No. 6) Order, 1968 which amended the Schedule to the Customs Duties Order, 1968 were published in the *Board of Trade Journal* dated December 20, 1968 (page 1713). The following items:

Code	Description	Unit of quantity	Customs duty		Excise
			Full	Preferential	
841 530	Hats and other headgear (including hair nets,) knitted or crocheted or made up from lace, felt or other textile fabric in the piece (but not from strips), whether or not lined or trimmed headgear not elsewhere specified (excluding asbestos and carnival headgear)	Doz.	15% or $4·80	15% or $4·80	Nil
841 590-1	Crash helmets for motor cyclists or scooterists .	Doz.	Nil	Nil	Nil
841 590-2	Safety helmets for industrial and other uses . . .	Doz.	Nil	Nil	Nil
841 590-9	Other.	Doz.	15% or $4·80	15% or $4·80	Nil

should be amended to read:

841 530	Hats and other headgear (including hairnets), knitted or crocheted or made up from lace, felt or other textile fabric in the piece (but not from strips), whether or not lined or trimmed). . . .	Doz.	15% or $4·80	15% or $4·80	Nil
	Headgear not elsewhere specified (excluding asbestos and carnival headgear):				
841 590-1	Crash helmets for motor cyclists or scooterists .	Doz.	Nil	Nil	Nil
841 590-2	Safety helmets for industrial and other uses . . .	Doz.	Nil	Nil	Nil
841 590-9	Other	Doz.	15% or $4·80	15% or $4·80	Nil

Inquiries about the Singapore Customs Tariff should be made to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the Singapore Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

Industries	Products
1. Electronics	Semi-conducter components and materials.
2. Electronics	Electronic devices.
3. Electronics	Electro-optic products.
4. Electronics	Electrical control products.
5. Electronics	Geophysical instruments.
6. Metallurgical	Composite and clad materials.
7. Geophysical	Seismic maps and earth record sections.

This notice means that it has been represented to the Ministe of Finance that the development or establishment of these indus tries in Singapore should be encouraged. Firms to which Pionee Certificates are granted will enjoy the benefit of exemption fron income tax for a period of two to five years, depending on th amount of capital invested in Singapore.

Any person may object to the making of the proposed order b giving notice in writing to the Minister of Finance, Singapore before January 28, 1969, of his objections and of the grounds o which they are based.

BURMA

Letters of Credit

IT APPEARS that many British firms are requesting that Letters o Credit drawn on the State Commercial Bank in Burma shoul be confirmed by a bank in the United Kingdom. The Burmese refuse to accept terms which call for irrevocable Letters of Credi drawn on their National Bank to be confirmed by a third party; thus any firm quoting such terms virtually disqualifies itself regardless of the competitiveness of its bid.

Any inquiries about this notice should be addressed to Commer cial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2252).

CAMBODIA

Visas

THE CAMBODIAN authorities are no longer prepared to issue visas at the frontier to travellers from abroad. All intending visitors to Cambodia must now therefore obtain a visa beforehand from a Cambodian Embassy or Consulate.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

NEW ZEALAND

Tariff and Development Board Notice No. 80

FOLLOWING THE receipt by the New Zealand Minister of Industries and Commerce of reports from the Emergency Protection Authority pursuant to Section 10D of the Tariff and Development Board Act, 1961, Government has accepted the recommendation of the Authority that urgent action is necessary in relation to the importation of the goods enumerated in the Schedules to this notice and has taken the temporary measures described in those Schedules.

In accordance with Section 10E of the Tariff and Development Board Act, 1961, the Minister of Industries and Commerce has referred to the Board for inquiry and report the questions set forth in the Schedules to this notice.

The public inquiry will take place in Wellington not earlier than approximately March 24, 1969. Typewritten statements (12 copies) should be lodged with O. A. Black, Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than February 24, 1969. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 24079/G.

Schedule A

Bandsaw blades and toothed bandsaw blading exceeding 4 inches in width, for wood sawing, classified in Tariff item 82.02.09 which reads as follows:

82.02 Saws

Blades for hand or machine saws:

82.02.09 Other blades.

Rates of duty are:

British Preferential	M.F.N.	General
Free	17½%	30%

Temporary measure taken on November 15, 1968:
Additional duty of 10 per cent on imports from all sources.

Terms of reference to Board:
To inquire into and report whether it considers any new or increased duty (relative to the duties and exemption from duty in force prior to November 15, 1968) is necessary in respect of these goods.

Schedule B

Artificial teeth, classified in Tariff item 90.19.25 which reads as follows:

Artificial parts of the body:

90.19.25 Teeth.

Rates of duty are:

British Preferential	M.F.N.	General
Free	10%	12½%

Temporary measures taken:
Artificial teeth to be excluded from the proposed exemption relating to (import licensing) Item Code 90.205 and given a basic allocation of 115 per cent of the imports of artificial teeth in the 1967/68 licensing period.

(*Continued on next page*)

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NEW ZEALAND, *continued*

Terms of reference to Board:
To inquire into and report whether any new or increased duty is necessary in respect of these goods, and to include import licensing as affecting these goods in its inquiry.

Schedule C

Industrial soft-faced hammers classified in Tariff item 82.04.01 which reads as follows:

Hand tools:
82.04.01 Hammers.

Rates of duty are:

British Preferential	M.F.N.	General
Free	17½%	30%

Temporary measures taken:
Industrial soft-faced hammers to be excluded from the proposed import licensing exemption relating to Item Code 73.380 and an allocation of 100 per cent of imports in the 1967/68 licensing period provided for these goods.
Terms of reference to Board:
To inquire into and report whether any new or increased duty is necessary in respect of these goods, and to include import licensing as affecting these goods in its inquiry.

Schedule D

Spades classified in Tariff items 82.01.01 and 82.01.02 which read as follows:
Spades, shovels, picks, hoes, forks and rakes:
82.01.01 As may be determined by the Minister.
82.01.02 Other.

Rates of duty are:

	Aul.	British Preferential	M.F.N.	General
82.01.01 . . .	16%*	20%*	..	45%*
82.01.02 . . .	..	Free	..	25%

*Or such lower rate of duty as the Minister may in any case direct.
Temporary measure taken on November 21, 1968:
(i) Ministerial determination classifying spades of pressed or stamped metal in Tariff item 82.01.01 with the following rates of duty:

Australia	British Preferential	General
Free	20%	45%

(ii) Import licence allocation of 115 per cent of imports under 1967/68 licences to be provided for spades of pressed or stamped metal.
Terms of reference to Board:
(a) To inquire into and report whether any new or increased duty (relative to the duties and exemptions from duty in force prior to November 21, 1968) and/or change in import licence allocations is necessary in respect of spades of pressed or stamped metal.
(b) To include within the scope of its inquiry all types of spades classified in Tariff items 82.01.01 and 82.01.02.

Schedule E

Armoured suction and delivery hose of internal diameters up to six inches suited for the conveyance of oil products, classified in Tariff item 59.15.09, which reads as follows:
Textile hosepiping and similar tubing, with or without lining, armour or accessories of other materials:
59.15.01 With couplings or other fittings attached.
59.15.09 Other.

Rates of duty for item 59.15.09 are:

British Preferential	M.F.N.	General
Free	18%	25%

Temporary measures taken on December 6, 1968:
Armoured suction and delivery hose of internal diameters up to six inches, suited for the conveyance of oil products, deleted from the exemption from import licensing under item code 50.200 and given a 'C' category applications for licence to be considered in the light of the availability of suitable hose of New Zealand origin.
Terms of reference to Board:
To inquire into and report whether any new or increased duty is necessary in respect of these goods and to include in its inquiry import licensing as affecting these goods.

Schedule F

Screwdrivers, fixed handle, with straight blades designed for slotted or 'Phillips' head screws, in blade sizes from 1½ inch to 15 inches inclusive and with blade thickness (round or square shank) from ⅛ inch to ⅜ inch inclusive; sets comprising any of the foregoing, classified in Tariff item 82.04.04 which reads as follows:

Hand tools:
82.04.04 Screwdrivers.

Rates of duty are:

British Preferential	M.F.N.	General
Free	17½%	30%

Temporary measures taken:
These goods to be excluded from the proposed import licensing exemption under Item Code 73.380.
Terms of reference to Board:
To inquire into and report whether any new or increased duty is necessary in respect of these goods, and on the question of any import licence allocation in respect of these goods.

Schedule G

Slashers classified in Tariff item 82.01 which reads in part as follows:
Axes, bill hooks and similar hewing tools:
Slashers:
82.01.12 As may be determined by the Minister.
82.01.13 Other.

Substantive rates of duty are:

	British Preferential	*General*
82.01.12	20%*	45%*
82.01.13	Free	25%

*Or such lower rate of duty as the Minister may in any case direct.
Temporary measures taken on December 3, 1968:
Tariff item 82.01.12 and 82.01.13 amalgamated and a temporary additional duty of 25 per cent imposed in respect of slashers imported from all sources so that temporary duties are applied of:

British Preferential	*General*
25%	50%

Terms of reference to Board:
To inquire into and report whether any new or increased duty (relative to the duty and exemption from duty in force prior to December 3, 1968) is necessary in respect of these goods.

Customs tariff inquiry

THE NEW ZEALAND Tariff and Development Board has announced that it proposes to inquire into and report on the rates of import duty and import licensing which should be imposed on certain preparations based on Trichlorfon.

Tariff items		Rates of Duty: British Preferential	Most Favoured Nation	General Tariff
	Insecticides and fungicides			
	For agricultural purposes, and for each other purposes as may be approved by the Minister and under such conditions as he may prescribe:			
38.11.23	Put up in packings for retail sale .	22½%	22½%	22½%
	Otherwise packed:			
38.11.24	As may be determined by the Minister	12½%* Free	12½%* Free	12½%* Free
38.11.25	Other			

*Or such lower rate as the Minister may in any case direct.

The public inquiry will take place in Wellington on March 25, 1969 at 10.30 p.m. in the Board Room, First Floor, New Zealand Law Society Building, 26 Waring Taylor Street, Wellington. Typewritten statements of evidence (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than March 11, 1969. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E54, Hllgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board . Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

The Chemical Industries Association has been informed and it is suggested that any British firm wishing to give evidence might get in touch with them. Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 107/69.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, of their intention.

Exemptions from import licensing

AS FROM November 29, 1968 the following goods have been exempt from Import Licensing:

Tariff item	Classes of goods
Ex 84.32.00	Book-binding machinery, including book-sewing machines (other than machines for gluing strips of paper or textiles on to loose leaves and gang or gather machines.)
Ex 84.33.00	Paper or paperboard cutting machines; other machinery for making up paper pulp, paper paperboard (other than hand shear guillotines and collating machines).
Ex 84.56.09	Machinery for agglomerating, moulding or shaping solid mineral fuels, ceramic paste, unhardened cements, plastering materials or other mineral products in powder or paste form (excluding concrete block-making machines).
84.57.00	Glass-working machines (other than machines for working glass in the cold); machines for assembling electric filament and discharge lamps and electronic and similar tubes and valves.
84.34.01	Type-casting machines and accessories (including matrices) peculiar thereto.
Ex 84.34.09	Other type founding and type setting machinery (excluding stereo-moulding machines and stereo-grinding machines and lithographic printing plates).
Ex 84.35.01	Printing machinery (excluding printing rollers, made of metal, and covered or faced with rubber or polyurethane, when imported as parts of printing machines, heat embossing machines and silk screen printing machines).
Ex 84.35.09	Machines for uses ancillary to printing (excluding paper drills up to 1 inch diameter and paper jogging boards).
84.37.03	Embroidery machines which, by means of needles, embroider designs with one or mare threads on an existing ground of woven fabric or other material.
84.40.31	Machinery for cleaning, dressing, finishing or coating textile yarns, fabrics or
84.40.38	made-up rextile articles (other than dry-cleaning, washing and laundry machines, bleachihg and dyeing machinery, and drying machines): fabric folding, reeling or cutting machines (other than shirt folding tables): machines of a kind used in the manufacture of linoleum or other floor coverings for applying the paste to the base fabric or other support: machines of a type used for printing a repetitive design, repetitive words or overall colour on textiles, leather, wallpaper, wrapping paper, linoleum or other materials.
Ex 84.45.14	Automatic single and multi-spindle bar lathes: automatic chucking lathes.
Ex 84.45.15	Multi-spindle drills, radial drilling machines not less than 1 inch capacity.
Ex 84.45.16	Duplicating, profiling and pantograph milling machines.
Ex 84.45.17	Internal or external cylindrical grinding machines: centreless grinders.
84.46.00	Machine tools for working stone, ceramics, concrete, asbestos-cement and like mineral materials or for working glass in the cold, other than machines falling within heading No. 84.49.
85.12.02	Electric soil heating apparatus. Ammonia gas compressors. Concrete vibrators over 3 inch in diameter.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

AUSTRALIA

Tariff Board inquiry on taximeters, parts and accessories

THE AUSTRALIAN Minister of Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of taximeters, parts and accessories (tariff items 90.27 and 90.29).

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Item	Goods	Rates of Duty	
		General	Preferential
90.27	Revolution counters, production counters, taximeters, mileometers, pedometers and the like, speed indicators (including magnetic speed indicators) and tachometers (other than goods falling within item 90.14); stroboscopes:		
90.27.100	Taximeters	35% or, if higher, $30 each	25% or, if higher, $30 each, less 10%
90.27.200	Registers or meters that total electrical impulses	45% Primage 5%	22½%
90.27.3	Stroboscopes:		
90.27.310	Electrical	42½% Primage 5%	17½%
90.27.390	Other	55%	27½%
90.27.900	Other	7½%	Free
90.29	Parts or accessories of a kind used solely or principally with goods of a kind falling within item 90.23, 90.24, 90.26, 90.27 or 90.28:		
90.29.100	Of a kind used solely or principally with gas meters of a kind falling within paragraph 90.26.11	32½% Primage 10%	10% Primage 5%
90.29.2	Of a kind used solely or principally with taximeters of a kind falling within sub-item 90.27.1:		
90.29.210	For use in the repair of taximeters other than of Australian manufacture	12½%	5%
90.29.290	Other	35%	25%
90.29.900	Other	The rate in this column that applies to the goods with which the parts or accessories are solely or principally used	The rate in this column that applies to the goods with which the parts or accessories are solely or principally used

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than January 29.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 132/69.

Tariff Board inquiry on the chemical industry—support values review

A NOTICE was published in the *Board of Trade Journal* on August 23, 1968 giving changes in support value duties on certain industrial chemicals and synthetic resins and noting also that a further reference to the Australian Tariff Board for the review of chemicals subject to support values, incorporating the review of chemicals carrying duties higher than industry rates, would be made at a later date.

It has now been announced that a reference has been made to the Tariff Board for a review of industrial chemicals and synthetic resins and covering the following aspects:

(a) whether assistance should be accorded the production in Australia of products at present accorded assistance in excess of 40 per cent general and/or carrying support value duties; and

(b) whether assistance should be accorded the production in Australia of products assisted by bounty payments, and other nitrogenous fertilizers.

The Tariff Board will exercise its discretion in deciding whether to take evidence on any industrial chemical or synthetic resin or on any raw material used in their production or on any other product it considers relevant to its inquiry.

(*Continued on next page*)

AUSTRALIA, *continued*

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than January 9.** Before this date, therefore, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 133/69.

CHILE

Payments for imports

THE CHILEAN Central Bank ruled on December 12 that, until March 31, 1969, deferred payment instalments which fall due in 1969 may be paid in advance provided the interest involved is reduced accordingly.

Custom schedule

THE FOLLOWING modifications were made recently to the Chilean Customs schedule:

Item No.	Details	Duties	*Ad val.*
12.03	Seeds, spores and fruits for sowing *Add* new sub-heading:		
12.03.02	Of registered sugar beet	KG Free	Free

EL SALVADOR

Exchange control

HM EMBASSY in San Salvador report that the Central Reserve Bank have with effect from November 9, 1968 lifted the 100 per cent prior deposit requirements on the value of certain listed imports (*Board of Trade Journal* of October 27, 1967, page 1079). Importers will, however, be required to present proof of payment before such imports may be withdrawn from Customs in El Salvador.

UNITED STATES

Alcohol beverage regulations

THE UNITED STATES Treasury Department proposes to make certain amendments to the alcohol beverage regulations in the Internal Revenue Code. Among these proposals are regulations permitting the transfer of imported distilled spirits, regardless of proof, in bulk containers from customs custody to inte nal revenue bond without payment of the internal revenue tax.

Further details of these proposed rules may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404).

US wool standards

THE *Board of Trade Journal* of September 29, 1967, gave notice of amendments proposed by the United States Department of Agriculture to the existing United States wool top standards.

After consideration of all the comments received on this proposal, the Department of Agriculture has now issued revised wool top standards which become effective on January 20, 1969.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Fair Packaging and Labelling Act: margarine

THE *Board of Trade Journal* of June 7, 1968 gave information about a proposal of the United States Department of Health, Education and Welfare to amend the regulations under the Fair Packaging and Labelling Act with regard to the labelling of margarine.

After consideration of all the comments received on this proposal, the Department of Health, Education and Welfare has now issued an amendment to Section 1.1c of the regulations, effective February 18, 1969, to exempt margarine from certain of the labelling requirements of the Act.

Any person who will be adversely affected by this amendment to the regulations may file written objections with the Department of Health, Education and Welfare before January 19, 1969.

Copies of the amendment, together with details of the procedure for filing objections may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

CANADA

Changes in anti-dumping legislation

FURTHER TO THE *Board of Trade Journal* notices of October 11, 1968 and January 3, 1969 about changes in the Canadian anti-dumping legislation, the amendments to the draft text issued as a White Paper on Anti-dumping are given below.

The new Bill received the Royal Assent on December 19, 1968 and became operative on January 1, 1969.

Inquiries about these changes in the Canadian Customs legislation should be addressed to the Commercial Relations and Exports Department 2, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2629 and 2698).

Section	Text
1	Unchanged.
2 (1)	(m) Now reads – 'sale' includes agreement to sell; and (n) 'Tribunal' means the Anti-dumping Tribunal established by section 21.
(2)	(a) Now reads – 'associated persons' or persons associated with each other are persons not dealing with each other at arm's length within the meaning of sub-section (5) of section 139 of the Income Tax Act; and
3	Unchanged.
4	Unchanged.
5 (a)	(ii) Add the words 'of dumped goods' after the words 'into Canada' in the fifth line.
6	Unchanged.
7	Now becomes 7 (1) and 7 (2). 'Every order made under this section shall be published in the *Canada Gazette*' is added.
8	Unchanged.
9 (1)	Begins 'Subject to sub-section (5)' and not (3) as in draft.
(2)	(a) Add the words 'in the opinion of the Deputy Minister, such a number of sales of' after the words 'if there was not' in the first line, and delete the words 'a sufficient number of sales of'. Add after sub-section (1) 'as to permit a proper comparison with the sale of the goods to the importer in Canada'. (b) Delete the words 'the said vendors' in the last line and substitute the words 'such one of any such vendors as the Deputy Minister may specify'.
(3)	Renumber 3 as 5. The texts of 3 and 4 read as follows: (3) In determining the normal value of any goods under sub-section (1), the price of like goods when sold by the exporter to purchasers during the period referred to in paragraph (c) of sub-section (1) shall be: (a) the price at which the preponderance of sales of like goods that comply with all the terms and conditions that are referred to in sub-section (1) or that are applicable by virtue of sub-section (2) was made by the exporter to purchasers throughout the period; and (b) when there is no such preponderance of sales at a single price throughout the period, the weighted average of the prices at which like goods are so sold by the exporter to purchasers throughout the period. (4) Where goods imported into Canada and goods sold for home consumption are like goods except only that the goods sold for home consumption have applied to them a trade mark, as defined in the Trade Marks Act, that is not applied to the goods imported into Canada, and goods like the goods imported are not sold for home consumption, the goods imported and the goods sold for home consumption shall be deemed to be like goods for the purposes of this section if, in the opinion of the Minister: (a) the goods are being imported into Canada without that trade mark applied to them in order to avoid the operation of sub-section (1), and (b) it is probable that there will be applied to the goods, subsequent to their importation into Canada, that trade mark or any other mark so closely resembling that trade mark that it is likely to be taken therefor. (5) previously (3) remains unchanged except that the word 'minster' in the eighth line is now 'Deputy Minister'. (6) Previously (4) remains unchanged. (7) Previously (5) now reads 'notwithstanding sub-sections (1) and (5)' instead of (1) and (3).
10 (1)	Add at end after the words 'section 9' – 'or, where applicable, the place substituted therefor in determining normal value by virtue of paragraph (a) of sub-section (2) of section 9.'

CANADA, *continued*

Section	Text
(2)	(b) (ii) Add the words 'affecting the price of the goods' after the words 'compensatory arrangement' in the first line, and add the words 'that directly or indirectly affects or relates to (A) the price of the goods, (B) the sale of the goods, (C) the net return to the exporter, vendor, manufacturer or producer of the goods, or (D) the net cost to the importer of the goods' after the words 'any other party'. (c) Delete the words 'at the time of their importation' in the third line and substitute the words 'at the time of the sale sale'.
(3)	Remains unchanged.
(4)	A new sub-section which reads as follows: 'For greater certainty, any agreement pursuant to which the manufacturer or producer, the vendor or the exporter of any goods undertakes directly or indirectly, or in any manner whatsoever, to indemnify, pay on behalf of or reimburse the importer of the goods for all or any part of the dumping duty that may be levied upon the entry of the goods, shall be deemed to be a compensatory arrangement affecting the price of the goods within the meaning of paragraph (b) of sub-section (2).'
11	Unchanged.
12	Unchanged.
13	Unchanged.
14 (2)	(c) Delete text and substitute the following: 'Caused to be filed with the Secretary of the Tribunal notice in writing of the determination, stating the reasons therefor, together with such other material relating to the determination as may be required under the rules of the Tribunal; and' (d) Add the words 'in accordance with sub-section (1) of section 17' after the words 'determination of dumping in lines 3 and 4.
15 (2)	The first two lines should read 'Any provisional duty or security paid or posted by or on behalf of an importer in respect of the entry of any goods'.
16	Unchanged except for the words 'of dumped goods' is added after the words into Canada' in line 5 of 16 (b) ii).
17 (3)	Add the following words at the end of (3): 'and shall cause notice thereof to be published in the *Canada Gazette*'.
18	Unchanged except that in 18 (1) and (3) the words 'form and manner' become 'prescribed form and in a manner'.
19 (3)	Add the words 'or that no duty is payable' after the words 'what duty is payable' in line 5.
20	Unchanged.
21 (1)	After the words 'consisting of five members' to read 'consisting of not more than five members' in the second line.
22	Delete the words 'from his ordinary place of residence' in lines 5 and 6, and substitute the words 'from Ottawa'.
23	Unchanged.
24	Unchanged.
25 (1)	Add the number (1) to this section, which now reads as follows: 'The Tribunal may, subject to the approval of the Governor in Council, make rules respecting . . . .'
(2)	New sub-section reading as follows: 'Copies of all rules made pursuant to sub-section (1) shall be laid before Parliament within fifteen days after the commencement of the session next ensuing after the making thereof'.
26	Unchanged.
27	Unchanged.
28	Unchanged.
29	Unchanged.
30	Deleted and replaced by 31 which begins 'subject to section 31' instead of section 32.
31	Renumbered from 32.
32	New section, which reads as follows: 'The Tribunal shall, within three months of the termination of each year, transmit to the Minister of Finance a statement relating to the activities of the Tribunal for that year and the Minister shall cause such statement to be laid before Parliament within fifteen days after the receipt thereof or, if Parliament is not then sitting, on any of the first fifteen days next thereafter that Parliament is sitting.'
Annual report to be made	
33 (1)	Delete and substitute the following text: 'The true amount of duty or provisional duty payable to Her Majesty on any goods entered into Canada from and after the time such duty should have been paid or accounted for constitutes a debt due and payable to Her Majesty by the importer of the goods and such debt may be recovered at any time with full costs of suit in any court of competent jurisdiction; and any goods thereafter imported by the said importer are subject to a lien for such debt and may be withheld from delivery by Customs until such debt is paid.'
34 (1)	Unchanged.
(2)	Now reads as follows: 'Where, in the case of a request made by the Deputy Mnister under sub-section (1) to submit a statement with respect to any goods on or before a specified date, the manufacturer or producer, the vendor, the exporter or the importer of the goods refuses or fails to comply with the request any entry subsequent to the specified date of goods of the same description made or exported by or on behalf of the manufacturer or producer, the vendor, the exporter or the importer shall be deemed not to have been perfected, notwithstanding any other provision of this Act, until (a) the statement with respect to the goods is submitted to the Deputy Minister and the normal value and the export price of the said goods are determined pursuant to sections 9 and 10, or (b) the normal value and the export price of the goods are determined pursuant to section 11.
(3)	Deleted.
35	This section is now divided into two parts. Part (1) remains unchanged. New sub-section (2) reads: 'No regulation made under this section has effect until it has been published in the *Canada Gazette* but, when so published, a regulation shall, if it so provides, be effective from or at any time after the making thereof.'
36	Unchanged.
37 (3)	I (c) Add the words 'or, if Parliament is not then in session, the 15th day after the commencement of the next ensuing session' after the words 'from the date of its making' in the fourth line.
38	Renumbered 39 (unchanged). New section 38 reads:
(1) 1960-61 c 18, s. 1 (2) Appeals under other Acts	'Sub-section (8) of section 3 of the Tariff Board Act is repealed and the following substituted therefor: '(8) With respect to an appeal to the Board *pursuant to any Act other than this Act* three or more members have and may exercise and perform all the powers and functions of the Board.'
(2) Publication of Board's decisions	Section 9 of the said Act is repealed and the following substituted therefor: '9. The Board shall cause its decisions in any case brought before it *pursuant to any Act other than this Act* to be published forthwith in the *Canada Gazette*.'

Changes in Customs tariff

THE CANADIAN GOVERNMENT has issued an Order in Council PC 1968–2332 dated December 20, 1968 making certain changes and extensions in the Canadian Customs tariff, as shown below.

Tariff item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
29660-1	Dead-burned magnesite containing less than 94% but not less than 83% magnesium oxide for use in the manufacture of magnesite fire brick or chrome fire brick . (Expires January 31, 1970)	7½%	7½%	30%
85600-1	Pigments, with or without dispersing agents, whether or not in aqueous dispersion, binders therefor; inks, binders therefor; all for use in the coating, colouring or printing of textiles. . (Expires September 30, 1969)	Free	Free	25%
85700-1	Chemicals for use in the manufacture of steroid derivatives. . . . (Expires September 30, 1969)	Free	Free	25%
85800-1	Zeolites of a kind not produced in Canada for use in the manufacture of cracking catalysts for the refining of petroleum . . (Expires January 31, 1970)	Free	Free	25%
85900-1	Emulsions containing materials in micro-capsules for coating paper to be further manufactured into multi-copy forms . (Expires January 31, 1970)	5%	5%	25%
92823-2	Iron oxide for use in the manufacture of magnetic recording tape. . . (Expires September 30, 1969)	Free	Free	25%
92847-4	Sodium dichromate for use in the manufacture of chromic acid and chromium sulphate, including basic chromium sulphate (Expires January 31, 1970)	Free	Free	25%
92923-2	Glutamic acid, crude for use in the manufacture of monosodium glutamate . . (Expires January 31, 1970)	Free	Free	25%
92936-2	Acetylsulphamerazine, acetylsulphadiazine, acetylsulphathiazole and acetylsulphamethylthiodiazole, for use exclusively in the manufacture of sulpha drugs . . (Expires January 31, 1970)	Free	Free	25%
92944-2	Antibiotics, crude, and antibiotics intermediates, structurally based on 6 aminopenicillanic acid, not further processed than extracted from their primary fermentation liquors, in crystalline form, of a			

(*Continued on next page*)

A Saskatchewan Girl – photo by the National Film Board of Canada

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CANADA, *continued*

Tariff item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
-	kind not produced in Canada, for use in the manufacture of antibiotics (Expires January 31, 1970)	Free	Free	25%
93819-12	Alkyl aryl hydrocarbons, unsulphonated, for use in the manufacture of synthetic detergents (Expires September 30, 1969)	Free	Free	25%
93903-83	Cellulose plastics plates or sheets, less than 6 inches in width, for use in the manufacture of spectacle and eyeglass frames (Expires January 31, 1970)	Free	Free	20%
93907-2	Cast phenolic resin handles, in the rough, for use in the manufacture of cutlery (Expires September 30, 1969)	7½%	7½%	30%
19755-1	Paper or fibreboard, decorated or not, of a kind not produced in Canada, for use only in the manufacture of goods described in headings 93901 to 93905 (Expires September 30, 1969)	Free	Free	25%
86000-1	Materials of a kind not produced in Canada for use only as catalysts in the refining of petroleum (Expires September 30, 1969)	Free	Free	25%
92904-6	Iso-octanol for use in the manufacture of plasticizers (Expires September 30, 1969)	Free	Free	25%
92935-4	Caprolactum for use in the manufacture of polycaprolactam (Expires September 30, 1969)	Free	Free	15%
93205-4	Phthalocyanine pigments dyestuffs for use in Canadian manufactures (Expires September 30, 1969)	Free	5%	25%
93902-5	Polypropylene, as described in sub-heading (a) of heading 93902, for use in Canadian manufactures (Expires September 30, 1969)	Free	Free	20%

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Aircraft noise at Heathrow airport (Q)	20 Sept. 1968
Trade by air (6-M)	4 Oct. 1968
Balance of payments (Q)	20 Dec. 1968
Bankruptcy orders (Q)	25 Oct. 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	6 Dec. 1968
Distributive and service trades (A)	23 Feb. 1968
Electronic capital equipment deliveries, research and development	22 Nov. 1968
Industry's investment intentions (3 times a year)	18 Oct. 1968
Wholesale trades (A)	16 Aug. 1968
Catering trades turnover (M)	13 Dec. 1968
Chemical industries production (6-M)	19 July 1968
Companies:	
Income and finance (Q)	15 Nov. 1968
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	3 Jan. 1969
Computers:	
UK computer market (Q)	18 Oct. 1968
Construction work overseas (A)	11 Oct. 1968
Credit:	
Instalment and credit business (M)	This week
International trade credit (A)	16 Aug. 1968
Electronic industry:	
Electronic capital component deliveries, research and development (Q)	22 Nov. 1968
Engineering and electrical goods:	
Deliveries of certain products (Q)	3 Jan. 1969
Production, exports and orders (M)	3 Jan. 1969
ECGD business (Q)	22 Nov. 1968
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	27 Dec. 1968
Film rentals charged to exhibitors (A)	3 May 1968
Overseas payments and earnings (A)	6 Dec. 1968
Registrations of films (A)	23 Feb. 1968
Trends in film-going (A)	9 Aug. 1968
Food:	
Consumption levels (A)	5 July 1968
Household consumption (Q)	This week
Footwear industry orders (M)	13 Dec. 1968
Foreign trade:	
Commonwealth trade (A)	7 July 1968
EFTA trade (Q)	14 June 1968
Trends in export of manufactures (A)	6 Sept. 1968
World trade and production (Q)	1 Nov. 1968
Foreign trade of the UK:	
Direct exports (A)	16 Aug. 1968
Unit value and volume index nos. (M)	6 Dec. 1968
Value of overseas trade (M)	This week
Value of overseas trade: analysis of trends (Q)	15 Nov. 1968
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	13 Dec. 1968
Hire purchase:	
Assets and liabilities of HP companies (Q)	15 Nov. 1968
Business (M)	This week
Industrial building provisional figures (Q)	25 Oct. 1968
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Industrial production:	
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N. Ireland index (M)	3 Jan. 1969
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Transactions (Q)	This week
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Machine tools, deliveries and orders (M)	3 Jan. 1969
Man-made fibres:	
Analysis of production (A)	5 April 1968
Analysis of production (Q)	3 Jan. 1969
Deliveries (Q)	8 Nov. 1968
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Motor industry:	
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Index nos. (M)	13 Dec. 1968

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	13 Dec. 1968
Board of Trade regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	20 Dec. 1968
Customs notices of interest to exporters	30 Aug. 1968
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	This week
Half-yearly index—Jan.-June	2 Aug. 1968
Official Receivers' offices	21 June 1968
Programme of trade promotions	1 Nov. 1968

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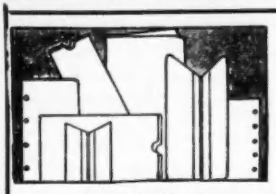

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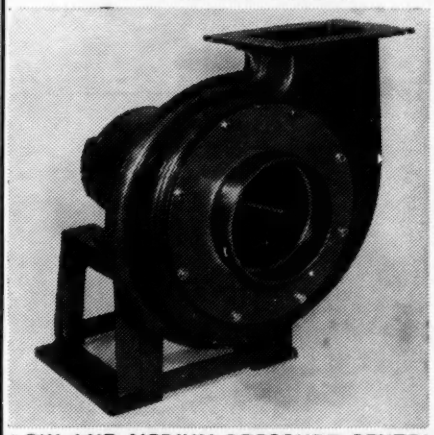

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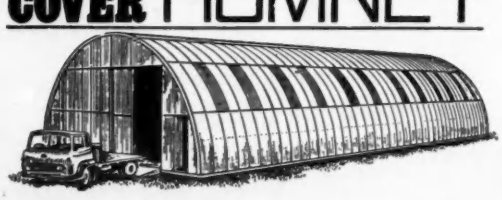

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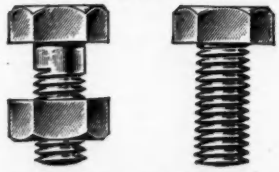

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Flop, flop... whoosh!

Two early export setbacks didn't deter this Hertfordshire company. How and why their third export effort is hitting the jackpot is explained by Frank K (right), assistant managing director and export director.

Interviewer: You got off to a poor start overseas?

Frank K: Absolutely disastrous. From our first efforts I think we had two orders for which we were never paid. Our second did nothing but fill a lot of wastepaper baskets with our brochures.

How did you get on the right lines?

Frank K: We started again – at the grass roots. Our main products are specialised chemical additives for the construction industry – cement waterproofers and hardeners and so on. You have to look at each problem from the overseas customer's angle, and modify your product and your approach to meet local requirements.

Sounds good, but how do you do this in practice?

Frank K: We select our markets. Appoint *good* distributors. Their salesmen come over here to our factory for training. Then we know that all our selling efforts will be followed-up with demonstrations and on-site service.

And now it's whoosh! You're really going well?

Frank K: We've built up from a few thousand overseas in 1961 to a really substantial export turnover, and it's growing year by year.

Has ECGD helped?

Frank K: We wouldn't have started exporting again without ECGD backing. You can't begin to expand if you have worries about whether your customer will pay. It's not an overstatement to say that ECGD is the sheet-anchor of our export division.

You've seen the cost go down, too?

Frank K: Premiums have dropped over the years, yes. I think the cost is very reasonable because ECGD gives you so much. Especially when you're selling in a lot of markets.

Which are your best export markets?

Frank K: Oddly enough, those where the competition is toughest. Ours are sophisticated products. Our best potential is in countries which have an advanced construction industry and where we can find the best type of distributor. Countries like Sweden and Japan we're doing well in, and we're planning to get into North America.

You're obviously keen on exporting. What's the incentive?

Frank K: The future profitability of the company. We've had no price increase in our general division for 35 years. We have to increase turnover if we're to increase profits, and we see most of the future expansion of our business in exports. The world's a much bigger market than Britain, and we've hardly scratched the surface yet.

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